

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JANUARY 16, 1930

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AN OLD DUTCH SKATING SCENE

Skating in Prehistoric Days

HOW many skaters as they speed over the ice today realize that their ancestors practiced the same art before the dawn of history? Skating in its modern form can be said to have had its birth with the introduction of sharpened metal blades by the Dutch in the fourteenth century, but bone skates or "runners" have been found in the ruins of dwellings dating back to the Stone Age. Although the development of the art of skating (from the Dutch "schaats," meaning skate), was due principally to the Norsemen and the Dutch, it was a common sport in England in the twelfth century and according to the diaries of Pepys and Evelyn was extremely popular with the aristocracy by the time of Charles II.

Of the earliest competitions in speed and figure skating, no records have been kept but both types were extremely popular in Holland where practically all improvements in this sport had their birth. The first World's Championship was held in St. Petersburg in 1896, Gilbert Fuchs of Munich being the winner. At the last Olympic Contests, Bernt Evenston and Charles Thumberg tied for the World's Championship title in speed.

THE SPRINGFIELD FIRE & MARINE INSURANCE COMPANY offers its agents the benefit of over eighty-one years' experience in the insurance field. It welcomes inquiries and sincerely invites every agent to seek its aid in increasing his business.

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GEORGE G. BULKLEY, President

Western Department
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Affiliations
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Springfield, Mass.
Sentinel Fire Insurance Company
Springfield, Mass.

Pacific Department
GEORGE W. DORNIN, Manager
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Affiliations
Michigan Fire & Marine Insurance Company
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New England Fire Insurance Company
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MODERN methods, backed by more than a century of experience, a famous name and large resources, make an irresistible combination.

Every insurance man knows the background and history of the Fire Association Fleet. And a graphic illustration of the progressiveness of this fine old pioneer insurance organization is shown in the January 11th Saturday Evening Post advertisement.

Aviation Insurance may not constitute a large field as yet, but it is a rapidly growing one and is important because of the widespread interest in flying.

Agents of the Fire Association Fleet start the new year under the most auspicious conditions. Steady national advertising is making the public better acquainted with the reputation, strength and facilities of their company and they are amply provided with selling arguments.

High grade insurance men who appreciate the advantage of representing an organization so universally respected are invited to join us at points where we are not now satisfactorily represented.

The Fire Association Fleet

Home Office : 4th and Walnut Sts., Philadelphia

Dept. Offices : Atlanta, Chicago, Dallas,
San Francisco, Montreal, Havana

Victory Insurance Co. Constitution Indemnity Co.
Fire Association of Phila. The Reliance Insurance Co.



It is fitting that the Fire Association Fleet should be among the first to write Aviation Insurance. For over a century the Fire Association has helped to make insurance history in America and its directors realize that this is an air-minded age.

Aviation coverages are offered by the Fire Association Fleet in a combination policy which includes all the more important hazards. It is a distinct advantage to those who need aircraft insurance to be able to get it from a company with a record of 113 years of sound management and fair dealing.

For complete information on this newest form of insurance—or on almost any insurance excepting life—consult the agent of the Fire Association Fleet in your locality. You will find him an able adviser and a good man to know.

The Fire Association Fleet

Philadelphia, Pennsylvania

Almost every kind **INSURANCE** excepting Life

Victory Insurance Co.
Fire Association of Phila.



Constitution Indemnity Co.
The Reliance Insurance Co.

EVERY JUST CLAIM PAID IN FULL SINCE 1817

Keep your clients' insurance up-to-date



NEW buildings, new processes, new materials! Constant change to make a better product—to sell new merchandise more efficiently!

Often such change seriously affects insurance, but the insurance is not always rearranged to keep abreast of modern developments. For when a man has "a policy" he feels protected. Yet that protection is all too often entirely inadequate.

Buildings, merchandise, fixtures, all have value—value that is changeable. In case of loss the owner would be seriously handicapped without them . . . at considerable expense to replace them.

Here is an opportunity for service to make yourself more important to your clients!

Every time you hear of a change in buildings or operations, look for new hazards. Expose them and show your clients why and how they should be covered by insurance immediately. . . . Suggest that they study inventory values regularly and revise existing insurance to correspond to those values.

You yourself can check the policies to see that they conform—to make sure that

they give complete, reliable protection to all values against all hazards.

This matter of keeping insurance up-to-date is an important one; yet one not widely recognized. You can increase your client's confidence in your service and foresight by giving him this assistance.

Empire State
Insurance Company,
of Watertown, N.Y.

Agricultural
Insurance Company,
of Watertown, N.Y.

The National Underwriter

Thirty-Fourth Year No. 3

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JANUARY 16, 1930

\$4.00 Per Year, 20 Cents a Copy

Outsiders Face Tough Problem

New Organization Puts Difficult Decision Squarely Up to Free Lances

EXPECT REALIGNMENTS

Western Agents Bombard Independent Offices with Queries as to Course in Future

NEW YORK, Jan. 15.—The extent to which the present membership of the lately formed Western Underwriters Association and that of the rival organization, the Western Insurance Bureau, will be increased by companies now operating on a free lance basis, will be influenced considerably by the attitude of the latter's general agents throughout western territory.

Launching of the first named body some weeks ago, embracing within its fold a large number of important companies that hitherto were affiliated with the Bureau, was of the utmost interest to local agents throughout the central west and will call for a sharp realignment of many of them. It will also affect representatives of all nonaffiliated offices, the managements of which are studying the situation closely in order to determine their future course.

Serious Problems Involved

A number of free lance companies are in the hands of general agents, and these feel that if they were to surrender such arrangements they would lose practically all of the business now on their books, requiring the creation of entirely new plants in the important western field. The idea of starting afresh, hiring a special agency force and taking chances of competing with their already well established rivals, is not relished, and yet managers feel they may be compelled to pursue such policy, hoping that in the course of time it will prove more advantageous.

Nonaffiliated companies domiciled in the east have been bombarded with inquiries from their western representatives as to what course they intend to pursue, and such as have not yet made a decision are sorely perplexed. It is expected that some of them may elect to remain independent of either governing body, thus being free to pay whatever commissions they feel would insure their getting a fair volume of business.

Rate Reduction a Danger

The counter to this is that expense ratios are now higher than they should be and that any increase in the item would invite attention from insurance departments, with a probable insistence on rate reductions. It is a matter of common knowledge that several state departments are convinced that rates upon certain classes of risks are higher than they should be.

This feeling would be intensified, it is

Leaders Report Progress in Local Agents' Gathering

NEW YORK GROUP SESSIONS

State and National Association Men Discuss Problems at All-Day Regional Conference

Progress of association activity in defense of local agents' interests, both state and national, was reported in many avenues at the regional conference of the New York State Association of Local Agents, held in New York City.

State fund competition in compensation business, inroads of brokers and companies in fleet writing of automobile risks, increased interest in New York City in association values and the outlook in county insurance on public buildings were all extensively discussed by local agents, and their state and National officers. The latter bodies held executive committee sessions there the same day.

Frank L. Gardner Presides

At the morning session, presided over by Frank L. Gardner, former National president, the chief topic of discussion was the activity of outside competition on auto mobile lines. The inroads of fleet writing in such cases as that of the Bell Telephone Company, withdrawn after conference with state association leaders, was cited as a statewide problem not yet entirely cleared away.

Upstate cases were cited where other utilities and miscellaneous concerns had undertaken thus to aid employees in placing automobile coverage and the value of state and county organizations to find peace was pointed out. At this session, the county organizations in the southern half of the state reported their year's activity, progress and growing interest being shown in practically all. Several are looking to coextensive membership in all associations, county, state and National.

President Smith Speaks

The luncheon was somewhat of a national affair, all officers and members of the National executive committee being present as guests, as well as state officers. Brief talks were made by President Clyde B. Smith of the National association, who referred to contingent commissions as the possible solution of cuts by rate reductions; Secretary-Counsel Walter H. Bennett, Past-President R. P. DeVan and Charles L. Gandy of Birmingham. Mr. Bennett in his remarks referred to the

(CONTINUED ON PAGE 33)

believed, if commissions on these classes were advanced. It was fear of such procedure by states that largely induced creation of the Western Underwriters Association, with its greatly enlarged membership over that of the old Western Union. The associated officials were determined that operating expenses should be kept within reasonable bounds in order that control of the business would remain in the hands of underwriters and not pass to public officials.

Auto Conference Project Depends on One Company

DEFEAT IS THE ALTERNATIVE

Reorganization Committee Touches Up Recommendations, Surveys Situation, in New York Meeting

NEW YORK, Jan. 15.—Members of the reorganization committee of the National Automobile Underwriters Conference are in session here this week. Charles M. Martindale, secretary of the Home; Charles E. Case, assistant manager, North British & Mercantile, and Edward S. Inglis, vice-president Corroon & Reynolds companies, yesterday put the finishing touches on their recommendations for administering affairs of the organization under the revision program, assuming of course that it becomes effective.

Need One Particular Company

It will be recalled that the admirable plan proposed for strengthening the National conference and making it a virile governing organization was contingent upon securing signed pledges of support from companies writing not less than \$85,000,000 of fire and theft premiums. If the cooperation of one aggressive office, which has long operated on a free lance basis, is obtained, the required figures will be reached, and in fact exceeded. Failure of the company in question, however, to join the movement is likely to defeat the whole project, and the admirable work that has been done during the past nine months will go for naught.

In that event, it is probable that the present National conference will be maintained, at least in skeleton form, and will prepare advisory rates for a group of offices which will act along such lines as seem wise.

Bluntly, it will mean a determined drive for business by associated offices, and scant consideration will be shown risks controlled by companies operating independently and whose failure to join a broad movement will be held responsible for the collapse of the project.

Fire Association Has Reserve to Buy Company

PHILADELPHIA, Jan. 15.—The Fire Association has 150,000 shares, authorized in July, 1928, which it is holding in reserve to finance the purchase of another company should an attractive opportunity arise. An offer to buy these shares at \$50 each has been refused. There is also another block of 300,000 shares which is authorized but not issued, which President J. W. Cochran says will not be issued for some time. Mr. Cochran reports that premiums increased substantially in 1929 and the loss ratio was some points less than in 1928. The dividend requirement for the year, amounting to \$1,375,000, was fully met by a substantial margin in the Fire Association's investment account.

Western Bureau Is Incorporated

New Institution Will Take Over Remaining Members of Old Organization

INCREASE COMMISSIONS

Meeting Will Be Held to Formally Ratify Preliminary Steps Taken Up to Date

It has been impossible to agree on time of meeting for the new Western Insurance Bureau that has been incorporated. Committees representing the retiring members of the old Bureau and those representing the remaining members will meet Saturday to discuss plans for liquidating and adjusting the obligations of the old organization.

The Western Insurance Bureau has been incorporated under the Illinois laws and will take over the members of the old organization that have not joined the Western Underwriters Association. The list of chartered members does not include the Standard Fire of Trenton, N. J., or the Standard Federal Fire of Davenport, both of which, however, are expected to join. The Farmers of York, which was supposed to have joined the Western Underwriters Association, has not yet applied for membership and its status seems to be somewhat undecided.

Will Increase Commissions

The new organization will increase commissions 5 percent on all Bureau protected classes. The old Western Insurance Bureau, therefore, will be liquidated by all the former members on an equitable basis. Members retiring from the Western Insurance Bureau have to give 60 days notice. The Underwriters Adjusting Company, whose stock has been owned by the Western Insurance Bureau, will be continued but the stock will be purchased by individual companies and the organization will be continued as an independent body and not as a Western Insurance Bureau affiliation.

Future of Allied Bodies

The Western Sprinkled Risk Association will undoubtedly be continued. Members have to give 90 days notice for withdrawal from the organization. This association membership is not confined to Bureau companies. It is expected that some of the non-affiliated companies will join the Western Sprinkled Risk Association. So far as the Western Reinsurance Bureau is concerned, members cannot pull out until the end of the calendar year. However, those that have joined the Western Underwriters Association will perhaps cede no more business through that organization.

The Western Insurance Bureau has (CONTINUED ON PAGE 31)

Interest Taken in New Move

Plan for Agents Association in
New York City Gets
Impetus

BENNETT GIVES VIEWS

Committee to Consider the Question
Has Not Yet Held a Meeting
for Deliberation

NEW YORK, Jan. 15.—Agents in this city may conclude to form an association, although nothing definite has been decided thus far. As the result of a suggestion made at a special meeting of the local men to consider proposed changes in the charter of the New York Board a committee composed of James J. Hoey, Hoey & Ellison; Willard S. Brown, W. S. Brown & Co.; E. Stanley Jarvis of Howie, Jarvis & Wright; Warren F. Goodwin of Hall & Henshaw, and William Zeigler Russell & Zeigler, was named to consider the desirability of forming an organization, and if such procedure was deemed advisable, to outline the purpose and plans of such a body. The matter is still in a very nebulous state, the committee not having had opportunity to confer upon the subject.

New York City is different from any other community in the United States in that its fire insurance business is 100 percent broker controlled; the company or agent that essayed to operate direct with assured would soon be taboo with all brokers and would have to close shop so far as getting returns from the metropolitan territory was concerned.

The brokers have two strong associations while the companies act concertedly through the New York Board and the New York Fire Insurance Exchange. The agents have witnessed a number of brokers securing appointment as agents from certain companies. While the brokers write their own policies, the company appointment is looked upon merely as a subterfuge for the payment of excess commissions on their direct business.

Conditions May Warrant Organization

In the light of changes that have taken place in the conduct of local affairs in recent years and of present trends, the orthodox agents are wondering whether it would not be the part of wisdom for them to form an association and to present a united front in advocacy of measures they might favor, or in opposition to any not to their liking. It may be that out of the suggestion something tangible may result.

The opinion that the objectives of the proposed New York City Association of Insurance Agents may be coordinated with those of the National Association of Insurance Agents' committee on solidarity, resulting in possible unification of the producers of insurance throughout the country, was expressed by Secretary Walter H. Bennett of the National association in an informal address delivered before the regional meeting of the New York state association, Jan. 10.

Mr. Bennett also spoke of the committee to investigate agents' commissions appointed by the National Convention of Insurance Commissioners, and expressed his conviction that when the committee makes a nation-wide survey of conditions, justification of the compensation paid to the real insurance agent will have been established.

While the agents of suburban New

Ringmaster



JOSEPH W. STICKNEY, Indianapolis

Joseph W. Stickney, well known Indianapolis local agent, prominent in insurance affairs in the state, and one of the key men in the annual celebration of Indiana Insurance Day, will preside as master of ceremonies at the annual "night before party" to be given next Monday night sponsored by Indianapolis agents.

York territory, of which the regional meeting was made up, have a strong organization, he said, up to the present, the agents within the metropolitan district itself have been without an organization of their own, and the new movement of the city agents, growing out of the proposed new charter for the New York board, undoubtedly will have a vital bearing on all agents within the confines of Greater New York and the suburban territory.

Fire Loss Total for 1929 Shows Material Increase

The National Board has published its table of fire losses for the year, the statistics being gathered from its members of 250 stock companies. The National Board then loads its own figures for property insured in mutuals, reciprocals and stock companies that are not members of the National Board. The National Board figures exceed those of the New York "Journal of Commerce" by some \$90,000,000. The National Board figures are as follows:

January	44,713,825
February	41,520,290
March	41,277,814
April	36,845,795
May	32,129,408
June	33,605,663
July	31,985,493
August	30,446,893
September	29,249,355
October	31,652,385
November	29,061,869
December	39,726,338

Total \$422,215,128

"Journal of Commerce" Figures

The fire waste of the United States and Canada showed what might be considered a normal increase when considered in connection with the increased values of property exposed to fire hazard each year. The fire losses of 1929, calculated from the daily records of the New York "Journal of Commerce," reached \$332,426,600 as compared with \$301,267,560 charged against 1928.

It says: "The fire loss record had been showing a steady decline each year since the peak was reached in 1922, when the fire waste reached \$410,889,350. The year just closed is therefore set back and, while there may be many reasons offered, it is not generally conceded that moral hazard losses contributed any material proportion to the increase."

"The increase of 10 percent in the burning ratio, as disclosed by the annual figures, is not out of line with

conditions and appears reasonable, so far as comparisons are concerned, when it is remembered that the industrially created property of the country and therefore the fire exposure, shows a normal increase of over 10 percent annually. The fire loss figures of this continent, however, should never be considered reasonable. They run to figures that only a nation of unbounded wealth and resources could withstand year after year.

Due to Bad Housekeeping

"Fire underwriters and engineers who make a study of fire loss causes and fire prevention, are disposed to the belief that a greater part of this country's enormous fire waste is in reality due to slovenliness or bad housekeeping. The increase in losses from these causes invariably show up whenever economic conditions are such that proper care of and administration of the industrial plants are overlooked. This is equally true over large and small risks and is a largely contributing factor in the fire waste totals."

Record for Three Years

"The records of the past three years, when shown by monthly comparisons as in the subjoined table, do not indicate any abnormal conditions and there is no return to the excessive 'moral hazard' loss factors of the 1922-1923 period. The monthly loss comparisons of the last three years are as follows:

	1927	1928	1929
Jan.	\$ 37,910,600	\$ 42,260,800	\$ 36,225,400
Feb.	26,285,000	41,105,400	26,872,400
March	26,807,600	30,377,000	29,762,000
April	39,720,000	25,980,600	22,647,200
May	20,713,000	23,202,000	21,637,000
June	25,481,200	11,123,000	26,630,800
July	24,248,600	17,106,400	31,528,000
Aug.	24,299,800	17,723,600	27,504,200
Sept.	21,875,000	17,182,800	21,422,000
Oct.	22,326,600	22,414,100	29,071,800
Nov.	18,992,800	20,587,800	28,256,000
Dec.	31,935,400	31,204,000	30,869,800

Tot. \$320,595,000 \$301,267,560 \$332,426,600

Record for 51 Years

"The fire waste of the United States and Canada as compiled from the records of the Journal of Commerce during the past 51 years reaches the enormous sum of \$10,593,899,005. This vast destruction of industrially created property has been going on year after year without awakening the general public to an economic problem that should be more important than many to which much time, effort and excitement are given."

Tabulation Is Given

The "Journal of Commerce" tabulation of fire losses the past 51 years, 1879 to 1929, inclusive, follows:

1929	\$332,426,600	1903	156,195,700
1928	301,267,560	1902	149,260,850
1927	320,595,000	1901	164,347,450
1926	393,020,600	1900	163,362,250
1925	373,500,550	1899	136,773,200
1924	377,529,250	1898	119,650,500
1923	389,192,200	1897	110,519,650
1922	410,889,350	1896	115,655,500
1921	332,654,950	1895	129,835,700
1920	330,856,625	1894	128,246,400
1919	269,000,775	1893	156,445,875
1918	317,014,385	1892	151,516,000
1917	267,273,140	1891	143,764,000
1916	231,442,995	1890	108,803,700
1915	182,836,200	1889	123,046,800
1914	235,591,350	1888	110,885,600
1913	224,728,350	1887	120,283,000
1912	225,320,000	1886	104,924,700
1911	234,337,250	1885	102,818,700
1910	234,470,650	1884	110,108,600
1909	203,649,200	1883	110,149,000
1908	238,562,250	1882	84,505,000
1907	215,071,250	1881	81,280,000
1906	459,710,000	1880	74,643,400
1905	175,193,800	1879	77,703,700
1904	252,554,050		

Total, fifty-one years....\$10,593,899,005

American Standard a Member

In a list of members of the Western Underwriters Association, the American Standard of Oklahoma City was omitted. It started its membership in the Western Union when the company began business.

CONDENSED NEWS OF WEEK

Western Insurance Bureau incorporates, takes over many of the old members and increases commissions 5 percent on protected classes. **Page 3**

Difficult problem is presented non-affiliated companies through organization of Western Underwriters Association. **Page 3**

Auto conference reorganization project now stands or falls on attitude of one company. **Page 3**

Missouri Inspection Bureau starts state-wide newspaper advertising campaign to popularize request for 16% percent fire-tornado rate increase. **Page 12**

Note of optimism precedes annual meeting of Farm Association in Chicago this week although losses have been terrific. **Page 6**

Companies file new rate schedule in Virginia. **Page 5**

Fire losses in the United States last year given by National Board and New York "Journal of Commerce." **Page 4**

John P. Lauber of Baltimore, president of the Central Fire of that city, is dead. **Page 18**

Unsatisfactory state of affairs found in revelations concerning Indemnity Company of America. **Page 35**

Massachusetts supreme court upholds rates and classifications promulgated by commissioner under the compulsory liability law. **Page 35**

Illinois attorney general gives ruling which bolsters power of department in liquidating and reinsuring companies, challenged in Peoples Life case. **Page 8**

Work on annual statements delays fidelity and surety acquisition cost reform measures. **Page 37**

Regional conference of local agents in New York City indicates progress. **Page 3**

The National Association of Insurance Agents has selected Charlotte, N. C., as the place for the midyear conference to be held week of March 17. **Page 5**

John C. Evans, assistant secretary of the Home of New York, has been elected secretary to succeed the late Henry G. Foard. **Page 6**

Annual statement of Home of New York discloses great company lost only \$18,951 investment depreciation as result of stock crash. **Page 5**

A new local agents' organization is being established in Philadelphia to be identified with the National Association of Insurance Agents. **Page 28**

Assistant Secretary Frank G. White of the Fireman's Fund is retiring from service. **Page 6**

Progress of New York City agents is made in forming a local association. **Page 4**

E. A. Hauschild tells difficulties in writing sub-standard accident and health risks. **Page 35**

Detroit accident managers discuss Michigan Medical Society's demands. **Page 38**

Fidelity & Casualty resident managers attend New York convention. **Page 36**

Pennsylvania Federation sponsors first county insurance day held at Norristown, Pa. **Page 17**

National Casualty Bureau meets in New York this week on Philadelphia plate glass situation. **Page 37**

Charlotte Gets Midyear Muster

National Association of Insurance Agents Executive Committee Holds Meeting

HITS FICTITIOUS FLEETS

Condemns Preferential Rates in Property Groups Where There is No Common Ownership

NEW YORK, Jan. 15.—Selecting Charlotte as the place and the week of March 17 as the time for the mid-year conference, the executive committee of the National Association of Insurance Agents at its meeting here adopted two strong resolutions. The first condemns the practice of granting reduced rates on fictitious fleets of automobiles not subject to common ownership or control, the other protesting the practice whereby companies or boards furnish preferential rates to properties having no common ownership.

Led by President Clyde B. Smith, the entire "official family" was present to consider a full agenda. George J. Lieber, Detroit, chairman of the committee on revision of the constitution, and Fred B. Ayer, Cleveland, chairman of the committee on solidarity, were on hand.

Wants Action from Companies

George W. Carter, Detroit, of the executive committee, was appointed a committee to urge the companies to appoint as public relations representative in each state, a speaker who would be available for civic club meetings and who would be competent to present the stock insurance intelligibly to the layman.

The non-policy-writing agent obviously was to the fore in the committee's deliberations, but in view of the pronouncements on the subject made at the 1928 mid-year conference at Memphis and at the Detroit annual convention last fall, the committee refrained from making any further statement until the next mid-year convention.

The committee reaffirmed the position of the association in regard to the Church Properties Insurance Corporation and expressed its purpose to use every means within its power to prevent this non-agency corporation from invading the insurance field, under its present method of operation.

Discussion of the committee to investigate agency commissions as appointed by the National Convention of Insurance Commissioners led the committee to approve the statement made by Secretary Walter H. Bennett at the commissioners' meeting in December, that the National association would cooperate with the committee in its endeavor to establish facts.

Will Make New Survey

It was agreed that Chairman J. Stewart Pearce of the better business methods committee should proceed with his proposal of making a new and up-to-date survey of agency costs at the earliest possible time.

Reporting for his committee on constitution revision, Mr. Lieber offered a preliminary survey of the entire question. He stated that in his opinion entire revision would be unnecessary, but any important changes could be made through amendments. Mr. Lieber remained over in New York for further discussion of the amendment with Mr. Bennett, and it is his purpose to have a complete report to present at Charlotte.

Although Mr. Ayer's committee has

(CONTINUED ON PAGE 33)

Will Preside



A. L. JENKINS, Richmond, Ind.

A. L. Jenkins of Richmond, Ind., president of the Indiana Association of Insurance Agents, will preside at the luncheon at Indianapolis next Tuesday in connection with Indiana Insurance Day.

Home Discloses Envious Record in Stock Disaster

NEW YORK, Jan. 15.—First of the giant fire companies to make public its statement this year is the Home, and the showing is a handsome one. Gains in all important particulars confound persons who anticipated that because of the debacle in the financial market within the past two months, assets of the institution would show a marked decrease.

As a matter of fact, the net depreciation of its investments was but \$18,951. Admitted assets on Jan. 1 totaled \$128,914,080. Capital was \$24,000,000 and net surplus, \$48,325,632, the two items making a policyholders' surplus of \$72,325,633.

Wrote \$49,186,424 in 1929

Net premiums in 1929 were \$49,186,424; underwriting losses \$23,800,192, or 48.4 percent; taxes \$1,691,078, or 3.4 percent; underwriting expenses \$18,349,825, or 37.3 percent, leaving a trade gain of \$5,345,332.

Net gains from dividends and interest amounted to \$3,829,367, making total gains from all sources, \$9,155,748. Of this sum, \$3,600,000 went for dividends, \$2,049,894 was added to reserves and \$3,505,853 placed in net surplus account.

In presenting the figures to stockholders of the company President Wilfred Kurth, said in part:

"Notwithstanding the organization and operation of close to 100 additional fire insurance companies during the past two years and the increasingly severe competition from existing companies, the Home enjoyed a substantial increase in premiums and, as indicated above, a satisfactory profit.

Loses Only Inconsequential Sum

"The investments show a net depreciation during the year of but \$18,951.68, an inconsequential sum, evidencing their high character and stability during a period when all investments were put to a severe test.

"During December, there was paid in \$6,000,000 of additional capital and \$15,000,000 of additional surplus, which is being invested in the same high grade of securities and at prices considerably lower than existed during a great part of 1929, thus assuring a satisfactory investment income therefrom.

"This report would not be complete without an expression to the stockhold-

Western Bureau Adopts New Scale of Commissions

The Western Insurance Bureau, which has incorporated, has adopted the following commission scale:

Thirty percent

On tornado business.
On fire department protected buildings (including contents), occupied as dwellings, flats, or apartments, and private barns and/or garages in connection therewith.

On fire department protected, solid brick, stone and solid concrete or burnt clay hollow tile bank, office, city club, or lodge buildings, including contents appropriate to such occupancies but not including store furniture and fixtures or stocks of merchandise. (This includes armories (not owned by the public), gymnasiums and turner halls.)

On fire department protected churches, schools (including manual training), colleges, monasteries, convents, community houses, hospitals and sanitariums, including contents.

On fire department protected homes for the aged, children's homes and strictly charitable institutions, including contents.

On fire department protected, solid brick, stone and solid concrete or burnt clay hollow tile buildings, occupied for ordinary mercantile purposes (sprinkled or unsprinkled).

NOTE—This will not include risks where manufacturing, upholstering, varnishing, finishing, steam printing, or similar hazards are carried on in the building, nor livery stables, nor risks communicating with or dangerously exposed by special hazards.

DEFINITION OF MERCANTILE BUILDING: Mercantile buildings are defined to be such as are occupied for stores, exclusively, or mercantile warehouses used exclusively in connection therewith (provided such warehouses are not occupied for purposes more haz-

ardous than those for which the store building is occupied), or for stores, and in addition thereto, for either or all of the following purposes, viz: banks, clubs, hotels, lodges, offices, telephone exchanges, theatres and opera houses, public halls, or for dwellings.

A building otherwise entitled to 30 percent commission shall not be rendered ineligible by the following occupancies: Automobile salesroom (with service station, employing not to exceed five hands).

Bakeries, retail (not exceeding five hands).

Barber shop.

Billiard and pool hall.

Bowling alley.

Candy making (hand power not exceeding two hands).

Cigar factory (not exceeding five hands).

Electrical supplies (with small repairing).

Marble shops (without power).

Meat shops (without power).

Milk depots.

Moving picture theatres.

Opera houses.

Photograph galleries.

Plumbing shops (not exceeding five hands).

Printing offices (not exceeding five hands).

Furniture stores (with small repairing, no upholstering).

Garages, public (if fireproof).

Hardware stores (having ordinary tin shop, not exceeding three hands).

Restaurant or saloon.

Tailor shop (not exceeding five hands).

Theaters.

Turkish baths.

On public buildings (including jails) and contents, except penitentiaries, reformatories, state or county fair grounds property, and not including city, town

(CONTINUED ON PAGE 33)

New Fire Rate Schedule Is Filed in Virginia

RICHMOND, Jan. 15.—Companies affected by the order of the Virginia state corporation commission of Nov. 19, directing reduction in fire rates in Virginia totaling \$834,310, have filed new schedules suggesting that they be promulgated as commission schedules. These embody reductions of approximately \$900,000 a year. Under the new rating law, the companies were required to file new schedules not later than 30 days from the date of the reduction order. When they failed to do so within the required period, it then devolved upon the commission to promulgate new schedules itself.

The reduction under the suggested new schedules averages around 15 percent. By far the greater part of the proposed reductions will fall in what is known as the Virginia general zone covering more than half of the state and including all the larger cities from which the stock companies receive more than 70 percent of the premiums paid in the state.

Of the total proposed reduction in premiums, approximately \$477,500 would be upon frame dwellings, brick and frame apartment houses, brick veneer and cement block apartment houses and the like. About \$122,000 would apply to frame mercantiles and brick offices and bank buildings.

It is understood that the commission contemplates making the proposed schedules effective as of Feb. 1, if they are adopted. At the same time, the companies may make known their plan of procedure in testing the validity of the rate reduction order. They contemplate appealing to the state supreme court but it is understood that they have not yet determined on what particular grounds the appeal will be based.

Aetna Fire Changes Par

Directors of the Aetna Fire have voted to recommend to stockholders that the par value be reduced from \$100 to \$10, issuing 10 new shares for each share now outstanding. The recommendation will be acted upon by the stockholders at the annual meeting Feb. 10. Approval is expected. The reduction will be effective immediately when voted. The stockholders will act on the increase in the number of shares to be outstanding from 75,000 to 750,000, reducing the par from \$100 to \$10.

Commission Scale for Detroit

The report went the rounds that the new Western Underwriters Association is putting Detroit on the same commission basis as the outside field, namely, 15 and 25 percent. Detroit continues on the same scale that the Western Union adopted. It is a modified excepted city. The commissions paid in Detroit are 15, 25 and 30 percent with 10 percent contingent on profits. That plan will remain in Detroit. Detroit is an excepted city entirely for the Western Insurance Bureau.

Farm Cover Is Up for Review

Annual Managers' Meeting Held
in Chicago Board Rooms
This Week

OPTIMISM IS GENERAL

See Hope in Better Agricultural Conditions, Although Progressive Action May Be Required

Continuance in 1929 of the high loss ratio which has characterized farm insurance written in Western Union territory in the last ten years will be the serious subject of a conference of farm department managers in the managers' committee of the Farm Association, and also at the annual meeting, both scheduled for this week in Chicago.

Farm insurance is not paying in the territory. More than that, it is a source of continuing heavy loss. There were many "hot" spots and western departments were "burnt" right and left, as usual. If it were not for the fact that farm fire and tornado are covers which the companies must write, for the sake of accommodation if for no other reason, undoubtedly many carriers long ago would have reduced their farm writing drastically. That is why the improved agricultural conditions and promise of real farm relief are welcomed with open arms by underwriters.

Extreme Measures Urged

Some western farm department managers have come to the conclusion that there is only one remedy for this situation, a stringent tightening of the procedure of issuing policies and a "hard boiled" attitude toward paying any losses in which there is the slightest suspicion of crookedness.

One veteran manager in Chicago for one of the largest companies goes so far as seriously to suggest a 60-day waiting period for investigation purposes before paying any farm loss, with the double object of making crooked assureds sweat and of investigating losses thoroughly on the ground. Undoubtedly some such suggestion will be proposed and considered at the Farm Association meeting. That association is said to have come to a realization that it must take some progressive measures to protect itself, for farm business makes up a substantial portion of the total writings of many of the largest and most conservative companies. These companies, despite all precautions taken in the past, have suffered along with companies that have not been so careful in writing this business. Some of the carriers which specialize in farm business obtain as much as one-third of their premiums in Western Union territory from this source alone.

"Acts of Man" Are Responsible

One thing is evident to farm superintendents and managers, and that is that their business is unprofitable largely not through "acts of God," but through acts of man. The recent address of Commissioner Don C. Lewis of South Dakota before local agents of that state at Pierre, giving an elaborate survey of conditions in his state, showing the close relation between farm fire losses and agricultural prosperity or poverty, it is said by managers is a true picture of the conditions throughout the territory.

Commissioner Lewis' survey covers the period 1918 to 1928, showing graphically that agricultural prosperity went along with low farm fire losses and that

(CONTINUED ON PAGE 33)

Gets Promotion



JOHN C. EVANS

John C. Evans, assistant secretary of the Home of New York for the past six years, has been advanced to the secretaryship in succession to the late Henry G. Foard. Mr. Evans' connection with fire underwriting dates from 1908, when he joined the staff of the Texas Fire Prevention Bureau, of which he became chief clerk a year later. In 1913 he was appointed special agent in eastern Texas for the Fireman's Fund, so continuing for two years, when he became special agent of the Home in the state under General Agent D. D. McLarry of Dallas. Because of his familiarity with conditions in the Lone Star state and his diplomatic temperament Mr. Evans is frequently consulted by managers on matters of common interest in Texas, and his advice is generally heeded.

Ohio Farmers Convention Took Place This Week

The annual meeting of the Ohio Farmers was held this week at LeRoy, O. The Ohio Agents Association met Tuesday with Carl F. Duerr of Canton, president, in charge. President F. H. Hawley of the company gave the welcome. Tuesday afternoon was given largely to an educational session presided over by C. R. Hebble, editor of the Fire Casualty & Surety Bulletin Service of THE NATIONAL UNDERWRITER. Mr. Hebble is an experienced insurance man and at the forum much valuable information was disseminated. Mr. Duerr led the round table discussion on aircraft damage. Thomas E. Wood spoke on the Ohio Farmers Indemnity lines and A. A. Hammersmith on "Inherent Explosion and Rent Insurance."

Frank White Retires from Active Business

SAN FRANCISCO, Jan. 15.—President Levison of the Fireman's Fund announces that Assistant Secretary Frank G. White will retire in February in accordance with the company's retirement plan. Mr. White has been in the service of the Fireman's Fund for more than 38 years, having been appointed special agent in 1891. In 1907 he was appointed general agent for the Rocky Mountain states. Twelve years later he was transferred to the head office at San Francisco where he became assistant secretary, which office he has held until the present time. In his announcement President Levison pays high tribute to Mr. White's ability and accomplishments.

Example of Improving Public Relations Shown in Cincinnati

The insurance companies, through the National Board, fire prevention associations, advertising in newspapers and magazines, and in various other ways have elaborate plans for improving public relations. People like to do business through committees and take part in "movements." The insurance industry is like every other major business, it has many men within its ranks who have an enlightened sense of responsibility as regards civic affairs and who feel this responsibility and perform their civic duty in the best way it can be done, in the course of ordinary business and the work from day to day without discrediting the work that is done through other channels. It is largely by such performance that the insurance business is gaining in public estimation and "improved public relations" are being established. THE NATIONAL UNDERWRITER believes that every insurance man should become imbued with this sense of civic duty and that it is mainly in this way that the insurance business will achieve whatever improved standing before the public that may come to it.

Concrete Example of Improving Public Relations

As a concrete instance of what may be accomplished by this method of improving public relations, THE NATIONAL UNDERWRITER presents the following correspondence between it and the city manager of Cincinnati, Col. C. O. Sherrill. Cincinnati, some years ago, changed its form of government by adopting a new charter providing for a small council and a city manager. Due to the personnel that headed this movement and particularly to the employment of Colonel Sherrill as city manager, Cincinnati now stands, in the opinion of many, in the lead among American cities in the administration of its affairs and a new spirit has been born which means much to the material future of the city, which for several decades had been regarded as being behind the times and sluggish in its development.

Fires Occur in Condemned Buildings

Colonel Sherrill, early in January, wrote this paper as follows:

Dear Sir:

In the annual report of the chief of the fire department, I notice some instances where fires have occurred in buildings that have been condemned by the city department of buildings, and in which cases insurance has been collected because of the damage to the building.

It appears to me to be wholly wrong for an insurance company to insure a building that has been condemned. Obviously, a very easy way for an owner of the building to realize on his investment is to have a convenient fire, and I am wondering if some steps cannot be taken to see that this practice is discontinued in the future. I will appreciate any advice you can give me.

Custom of Companies to Cancel Condemned Risks

The following reply was sent to Colonel Sherrill:

Dear Sir:

I have looked into the matter and find that it is the custom of insurance companies to cancel their risks on buildings that have been condemned and it is also the policy of the local board of fire underwriters or agents to cancel such risks where they know of them. It is the practice of the superintendent of the Underwriters' Salvage Corps to list condemnations at the head of bulletins similar to the enclosed and it is the assumption that such risks will be canceled by the agents, but this does not always happen, for the reason that some agents would have to look over thousands of condemnations before they found one on which they happened to

carry insurance. I am assured, however, that it is the policy of the Cincinnati Fire Underwriters' Association to cancel such risks whenever the agents or companies learn of them.

The fact that the chief of the fire department lists some condemned risks which burned, on which insurance was carried, would indicate that cancellations in every case have not been made.

Condemnation Ordered and Then Rescinded

There is one kind of case which I am informed complicates the situation and that is where condemnation has been ordered and afterwards rescinded. You can understand that an agent might "get in bad" with his customer if he cancelled off for a condemnation and afterwards the condemnation was removed.

It is suggested that there is one way in which the insurance agents and companies could give the city departments more thorough cooperation and that would be to list condemnations in their reports sent out by the Cincinnati Fire Prevention Bureau, which is a branch of the Ohio Inspection Bureau. These reports go to both agents and the home offices of companies. It is suggested that if these condemnations were listed on this sheet, a sample of which I also enclose, both the agents and the home offices of the companies would have direct information and practically every case could be caught. Obviously, companies do not wish to insure condemned buildings for the reasons stated in your letter. Sometimes an irresponsible agent might pass the risk and if he did it would probably be caught by his home office.

Should Notify Agent Concerning Condemnation

Where the condemnation is rescinded, or where the assured thinks that an injustice has been done him, and that probably the condemnation will be rescinded, he would be very likely to notify his insurance agent and the agent could then hold the matter in abeyance for a few days until it was decided one way or the other. This would perhaps be the best way to handle such occasional cases of apparent injustice.

It is certainly the policy of the Cincinnati Fire Underwriters' Association to cooperate with the city administration in matters of this kind, although, of course, I do not speak officially, as we have no connection with the Association. Of course, there are some cases where insurance agents proceed with some caution, as for instance, where a bank or other investor may have a mortgage on some property which is condemned and the mortgagee requires insurance protection, although even in such cases the insurance company would probably be found cooperating to as full an extent as possible. Insurance is always made a condition of a mortgage.

I think if you will have the matter taken up with the Cincinnati Fire Prevention Bureau or the Cincinnati Fire Underwriters Association, both of which are located in the First National Building, you will receive full cooperation. You are undoubtedly sound in the position taken in your letter.

Right Spirit Will Improve Public Relations

No doubt the situation in Cincinnati will be cleared up in accordance with Colonel Sherrill's ideas because no insurance company wishes to carry a risk on a building which has been condemned, because of the obvious moral hazard in such buildings as a class. If insurance men will show the right spirit of cooperation, as most of them already do now, with city and other governmental authorities in Cincinnati and throughout the country they will find their public relations much improved and the main purpose of the public relation movement largely accomplished.

Henry L. Rose of Baltimore, grand supervisor, will attend the meeting of the Quebec Blue Goose in Montreal Jan. 20.

WELCOME

Not a "Peddler" -- An Insurance Advisor

OF the two types of agents, policy peddlers and insurance advisors, those belonging to the latter class are always welcomed by clients and prospects. → → → → →

They believe in studying the individual problems of each customer and mastering the exact details of every coverage. → → → → →

Wherever there is a need for protection they point it out and show just how some form of insurance can be applied. → → → → →

They present the facts and let the policies *sell themselves*. → → →

The success of these insurance "advisors" is due in great part to their willingness to seek in turn the advice and cooperation of the company. This organization takes pride in its affiliation with such a body of men and its ability to work with them at all times.



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Establishing values - - -

The fallacy still exists in the minds of some insurance men and their clients that the value for a property is established by taking out a certain amount of insurance. This, of course, is untrue because insurance can never determine value. Insurance can only protect a property against loss provided the value of the property is known.

Value can only be determined by conditions over which insurance has no control. Actual cash value can best be ascertained by means of an appraisal.

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"WHAT IS AN APPRAISAL?"—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES"—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

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Ruling Made on Four Moot Questions in Illinois Case

ALL COMPANIES AFFECTED

Attorney General Bolsters Department's Power in Reinsurance and Liquidation, Recently Challenged

An opinion bolstering the Illinois department's power has been rendered by the attorney-general in response to the department's inquiry on questions growing out of the appointment by Cook county superior court of a receiver for the People's Life. The ruling sets forth three important conclusions affecting attempts to prove the Illinois insurance liquidation bureau and powers of the director of trade and commerce illegally constituted and in opposition to the state constitution.

The attack on the director's powers resulted Dec. 20 in appointment of a receiver by the superior court for the People's Life purely for the purpose of reinsuring it, and in granting of a temporary injunction against operation of a reinsurance deal with the North American Company of St. Louis, for merger with the Mississippi Valley Life. Appointment of a receiver for a carrier is a function given the director in the liquidation bureau act.

Draws Three Conclusions

The three points which the attorney-general makes are:

"1. It would seem to me that if an examination by your department showed this company to be insolvent and impaired that the act of the superior court does not nullify the duty of the director of trade and commerce nor the power of the director to proceed under the provisions of the liquidation act of 1925.

"2. It would seem to me further that the provisions of the act of 1869 with reference to sending a notice of impairment must be complied with before the director can report the affairs of that company to the attorney-general under the liquidation act of 1925.

"3. It would seem to me that a court of record could not make effective a reinsurance contract entered into by a receiver appointed by such court until such reinsurance contract would be approved by the director of trade and commerce."

Considered a Vital Ruling

The ruling is one of vital importance as affecting the liquidation and reinsurance of Illinois companies of whatever type. It was inspired largely by the fact that the People's Life had been given notice by the director to make good its impairment by Jan. 21, and the further fact that Irwin A. Meyers, receiver appointed separately by the circuit court of Cook county, consulted recently with Director Leo H. Lowe, indicating his intention to circularize all stock companies organized under Illinois law, or licensed in the state, for reinsurance propositions in regard to the People's.

The point raised was that strict adherence to Illinois insurance law regarding notice would seriously hamper the court's efforts to secure an advantageous offer for the People's Life, inasmuch as the next step after Jan. 21 would be the filing of an insolvency proceeding by the attorney-general for the insurance department, and if successful, liquidation of the company. The receiver appointed by the court was given explicit instructions not to liquidate but merely to solicit offers to purchase the People's Life.

Department's Four Questions

The questions asked of the attorney-general by the department were:

1. Whether or not the court's order enjoining the reinsurance contract with the Mississippi Valley Life of St. Louis

nullified the provisions of the liquidation act, superseding the director's power in appointing a receiver for insolvent companies, associations and societies.

2. Whether the court's action nullifies that part of the liquidation act providing that the director shall report cases of insolvency to the attorney-general, whose duty shall be to file insolvency actions for the director.

3. Whether or not an examination which has been completed, showing the People's Life impaired, would require under section 10 of the insurance act of 1869 that notice should be served upon the company to require it to make good the deficit within a period not less than 15 days nor more than 60 days after issuance of the notice.

4. Whether the court's order in appointing a receiver to solicit reinsurance offers and effect a contract supersedes the discretionary power of the department to satisfy itself that any reinsurance contract entered into by the receiver is for the best interests of the policyholders and the company, a power conveyed in Illinois law approved June 28, 1919.

Attorney-General's Comment

"It has been the general rule in a number of cases in the supreme court of Illinois that courts of chancery have no powers, independently of statutes, to dissolve corporations at the instance of an individual or individuals," the attorney-general rules, "and where the ultimate relief sought by a bill is the dissolution and winding up of the affairs of a corporation the court has not, in the absence of statutory authority, jurisdiction to appoint a receiver for the corporation."

"It is apparent from the order entered by the superior court in the People's Life case that the court recognizes that rule with reference to the dissolution of a corporation and specifically provides that the receiver shall not liquidate or attempt to liquidate . . . but that he is authorized only to reinsure the business.

"Whether or not the reinsurance of the business of a life insurance company is in effect a liquidation of the affairs of a company must necessarily be determined from the analysis of the condition of such company.

"If the company is insolvent and has absolutely no assets after the reinsurance of the business, but will perhaps have yet some liabilities outstanding, it is possible that the effect of such reinsurance would be to wind up the affairs of the corporation to such an extent that the corporation in effect would be dissolved, although the skeleton of its corporate entity would still continue to exist."

Opinion on Other Points

The attorney-general gives his opinion that courts probably would find that the object sought in giving a director power to appoint receivers for a carrier was attained through the court's appointment of a receiver Dec. 20. The official in effect denied any individual intention to appeal from the superior court's decision through mandamus proceedings or otherwise, but expressed the opinion that in the event the People's Life be shown by the examiners' report to be impaired or insolvent, the proper steps would be those outlined in the liquidation act, such as the filing of an intervening petition setting up the new facts discovered, and asking for an order to dismiss the present receiver and to permit the director to appoint his own receiver for purposes of liquidation.

Illinois Assigns Examiners

Examiners for the Illinois insurance department have, under previous practice, been assigned to various classes of company examinations. The department has just established a distinct classification for all of its insurance examiners, listing them as life, fire and casualty examiners.

CLACKETY-CLACK!

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WITH A WHIRR AND A CLATTER the pressroom swings into action. The floor trembles, the lights quiver, the moving maze of steel throbs in the rhythm of its ponderous dance. A business paper is in the making. Great presses draw in at one end white paper and at the other end pour forth + wealth. For material possessions are not the only wealth of a people. Knowledge is a form of wealth + + knowledge of how to use men and materials and machines to create a wealth greater still. This knowledge + + which economists call fact-wealth, as distinct from material property + + is the wealth which begets wealth.

In the creation of fact-wealth modern business papers play a dominant part. Back of the roaring pressrooms as they pile up fact-wealth in printed form are the news staffs, gathering information at the source, and the editorial staffs, checking and correlating that information. For the business paper's knowledge must be correct + + its readers are experts; they are swift to detect error; they are prompt to appreciate fact. They follow both its reading and its advertising pages intently, for to them the business paper is a very real source of wealth.

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NEWS OF THE COMPANIES

FRANKLIN'S FINE SHOWING

President Kurth Comments on Small Stock Depreciation Loss—Stock Dividend to Be Given

Rearrangement of the capital structure of the Franklin Fire of Philadelphia which will include, when authorized, a 20 percent stock dividend, is to be undertaken according to Wilfred Kurth, president of the Home of New York fleet. Mr. Kurth points out in making the announcement to stockholders that the Franklin gained \$440,303 in surplus earned from 1929 operations after paying \$560,000 dividends. He says this handsome showing fully justifies the contemplated change.

The stock dividend will be accomplished by splitting the present \$25 par shares into \$5 shares and issuing six of these for each \$25 share now held. The Franklin's statement, one of the first to appear this year, shows \$6,272,845 net written premiums, an increase of more than \$1,200,000; net losses \$2,589,219, or 41.4 percent loss ratio; under-

writing expenses \$2,271,731, or 36.2 percent; underwriting taxes \$176,093, or 2.8 percent, and a trade gain of \$1,226,800.

Small Investment Depreciation

Interest and dividends from investments were \$789,871 and investment expenses and taxes \$59,081, leaving net income from dividends and interest \$730,789. Net depreciation of investment in 1929 amounted to \$94,498, so that the total gain from all sources was \$1,872,092. Stockholders were paid \$560,000 in dividends last year, \$871,788 was added to reserve and \$440,303 was apportioned in surplus.

Underwriting was the most profitable last year in the company's history, President Kurth said. One of the most interesting exhibits is the comparatively small depreciation in investments, the Franklin statement being one of the first to indicate how carriers withstood the stock crash.

Kurth Comments on Showing

President Kurth says in this connection, "The well seasoned and conservative investments of the company with-

stood the shock of the break in the market last fall so that a net depreciation of but \$94,498 resulted."

The statement as of Jan. 1 showed \$22,629,245 assets, a gain of more than \$9,300,000, and of this amount stockholders paid in \$8,000,000 when the capital was increased early in 1929 to \$2,500,000 from the previous \$1,000,000 by a \$500,000 stock dividend and \$1,000,000 cash payment.

Net surplus is shown in the statement at \$11,015,245, an increase of \$6,940,303. Of this \$6,500,000 is accounted for by the fact that after \$500,000 was transferred from surplus to capital last year, stockholders contributed \$7,000,000 to surplus in connection with the new stock.

John A. Campbell, vice-president of the Home, was elected vice-president and secretary of the Franklin Fire.

NATIONAL SECURITY MEETING

H. A. Miller Has Been Elected a Vice-President and W. H. Riker Assistant Secretary

At the annual meeting of the National Security Fire of Omaha which is owned by the North America, Harold A. Miller, assistant western manager of the North America, who was formerly as-

sistant secretary of the National Security, was elected vice-president. W. H. Riker, assistant western manager of the North America, was chosen assistant secretary. An increase in dividend from 4 to 5 percent was voted. It recently entered North Dakota and Nevada, making in all 47 states in which it transacts business. It also operates in the District of Columbia and the Hawaiian Islands. A. J. Love is president, John O. Platt and Sheldon Catlin, vice-presidents of the North America; John Kremer, secretary of the North America, C. R. Tuttle, western manager, and Mr. Miller are vice-presidents. P. K. Walsh is vice-president and secretary. The company's financial statement was not affected by the stock market crash because of the conservative character of its assets which now are about \$2,500,000.

Birmingham Fire

The Birmingham Fire, Birmingham, Ala., organized a few years ago with H. G. Seibels as president, has increased its capital to \$500,000.

Acme Fire Changes Name

The Pacific American will be the new name of the Acme Fire of Los Angeles as the result of a vote of the stockholders. Since early last year all the stock has been held by the Pacific American Fire and the action involves only the change in name, according to Preston Hotchkis, treasurer. Other officers of the company include Lee A. Phillips, president; O. Rey Rule, executive vice-president; D. W. Pierce, Sr., vice-president and general manager, and L. C. Collins, secretary.

American Fire & Marine

An amendment to the charter of the American Fire & Marine of Galveston, increasing its capital from \$600,000 to \$1,000,000, was approved by the Texas attorney general's department.

Monarch Fire

The Monarch Fire of Cleveland invited its officers, stockholders and friends to attend the formal opening of its new office, 4300 Euclid avenue, Thursday of this week from 1 to 3 o'clock p. m.

Virginia Fire & Marine

The Virginia Fire & Marine, which writes business in 38 states in this country and in Hawaii, plans to enter Canada this year, President Frederick E. Nolting announces. Last year the company had a premium income of approximately \$1,500,000, a considerable increase over the preceding year. There was a decreased loss ratio. Dividend payments during the year amounted to \$90,000, equalling 18 percent on the company's capital stock.

Ohio Farmers

The Ohio Farmers reports the following statement of condition on Dec. 31, 1929: Assets, \$5,801,525; gain in assets, \$242,961; reinsurance reserve, \$3,676,038; gain in reinsurance reserve, \$39,260; emergency reserve, \$250,000; surplus, \$1,355,259; increase in surplus, \$103,964; premiums, \$3,578,919; losses, \$1,798,779; loss ratio, 50.2 percent, and emergency reserve increased \$100,000.

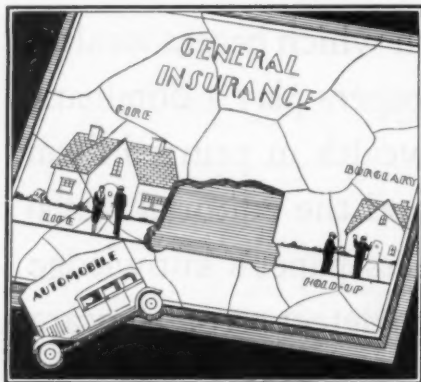
Liberty Fire

The Liberty Fire of Kentucky reports the following statement of condition on Dec. 31, 1929: Assets, \$997,177; gain in assets, \$136,128; reinsurance reserve, \$49,727; gain in reinsurance reserve, \$1,420; capital, \$500,000; surplus, \$25,329; gain in surplus, \$20,517; premiums, \$31,932; losses, \$4,184, and loss ratio, 13.1 percent.

Camden Fire

The Camden Fire has increased its quarterly dividend from 20 to 25 cents a share.

The Citizens of New Jersey and the Lincoln Fire of New York have been admitted to Wyoming.



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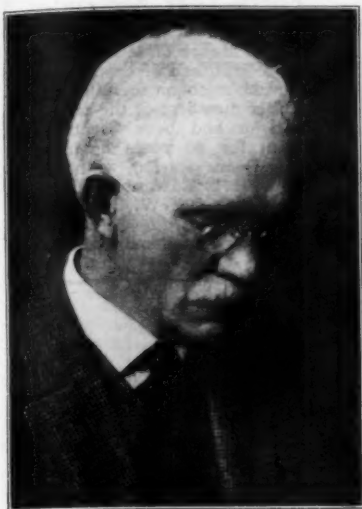
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Made Chairman



YOUNG E. ALLISON, SR.

Officers of the "Insurance Field" have been elected as follows: Chairman, who founded the "Insurance Field" in 1899, has been its editor-in-chief ever since and its president since 1927; president, Young E. Allison, Jr., heretofore executive vice-president, who first joined the "Insurance Field" in 1914; vice-president and general manager, R. W. Conde, heretofore vice-president and secretary, who has been with the "Insurance Field" since 1914.

Ben P. Branham of Chicago continues as first vice-president, having held that office since the organization of the publication. M. W. Davidson was reelected treasurer. Mr. Conde continues to hold the office and title of secretary.

In assuming the newly-created office of chairman, Mr. Allison will continue to direct the general policy of the "Insurance Field" while placing responsibility for the details of management upon other shoulders.

Smooth Trickster Gets Money on False Story

Insurance men are warned to be on the lookout for a man who is going around in the middle west borrowing money on the strength of friendship or employe relationship to well known insurance men. Recently this man, giving the name of Charles Arnold, and representing himself to be the chauffeur of A. W. Shell of Cincinnati, borrowed money on the plea that he needed a small amount to get home. He got the money Saturday afternoon and when it was suggested that a wire be sent to Mr. Shell, he stated that Mr. Shell would not be in his office. The man is described as being about six feet tall, well built, a good dresser, and about 50 years of age.

Company Notes

The Associated Fire & Marine of San Francisco has been licensed in Idaho.

The Lafayette Fire of New Orleans has been licensed in Alabama.

The Michigan department has licensed the Citizens of New Jersey.

The Citizens of New Jersey has been admitted to Massachusetts.

License to do business in Pennsylvania has been issued to the Lincoln Fire, New York.

The Citizens of New Jersey and the Southern Fire have been admitted to Virginia.

The Trans-Continental of New York and the Liberty Underwriters of the Capital Fire of Sacramento, Cal., have been licensed in Montana.

The Franklin National and the Trans-continental have been licensed in Arkansas. J. G. Knight of Little Rock is state agent for both companies.

"I can heartily recommend the Ohio Farmers"

There's the meat of a letter written by an Ohio Farmers agent. He says:

"I cannot speak too highly of the most pleasant relations which have existed ever since the Ohio Farmers has been represented in my agency. It is certainly a pleasure to do business with the Company and I can heartily recommend it to any deserving agent who is desirous of taking on a Company which has such kindly feelings for its agents."

Prosperous business men, such as Ohio Farmers agents, find that profit making possibilities are greatest when they are associated with organizations that combine up-to-date business building service with human relations.

If you want to associate yourself with that kind of a fire insurance company, write to the Ohio Farmers.

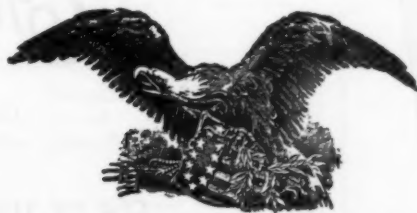


OHIO FARMERS INSURANCE CO.

Organized 1848

Le Roy Ohio

The Ohio Farmers Insurance Company owns and operates the Ohio Farmers Indemnity Company, a casualty insurance running mate.



*Its Name Indicates Its Character
Operating Along Sound Lines*

AMERICAN NATIONAL FIRE INSURANCE COMPANY

8 East Long Street

COLUMBUS, OHIO

Capital \$500,000

WILLIAM H. KOOP, President
ALEXANDER R. PHILLIPS, Vice-Pres. JOHN A. DODD, Vice-Pres. & Sec'y
GEORGE E. KRECH, Vice-President and Secretary
ALLEN W. FLEMING and E. PHILLIP GUSTAFSON, Assistant Secretaries

Progressive, Yet Conservative

Carriers Start Missouri Drive

Advertise Losing Experience Extensively in Daily Papers to Gain Public Support

CIRCULARIZE ALL AGENTS

Missouri Inspection Bureau Shows Companies Paid Out \$1.14 to \$1 Received from 1924 to 1928

ST. LOUIS, Jan. 15.—The Missouri Inspection Bureau, which recently informed the Missouri insurance department that effective on Feb. 1 the rates for fire, windstorm and lightning insurance sold by the companies which it represents would be increased 16 2/3 percent, subject to approval of the department, has instituted a campaign designed to educate the insurance-buying public to the necessity for higher stock insurance rates.

In large ads which are appearing in all daily newspapers in the state, 52 publications in all, the bureau tells the "Loss Record of Stock Fire Insurance in Missouri." It is pointed out that for each \$1 received by the companies they paid out \$1.14, based on their actual experience in the state during the period 1924 to 1928, inclusive.

In this period the premiums received total \$127,376,006, loss and expenses paid \$138,139,069, or a loss for the companies of \$10,763,063.

Continuing, the ads read: "Reduce

the premium income of these companies by 10 percent as ordered by the state insurance department and the loss would be more than \$16,000,000. In not a single five-year period of the last quarter century have the stock fire insurance companies made a 5 percent profit on Missouri business. And this in spite of the most careful underwriting and selection humanly possible. Missouri's fire waste record is one of the worst in the United States. To help relieve this situation the stock fire insurance companies, through their membership in the Missouri Inspection Bureau, provide numerous and extensive public services for the conservation of life and property, and invite the earnest cooperation of the people of the state to the end that the record may be speedily improved."

Also Circularize Agents

In a letter sent to all fire insurance agents in the state, the bureau goes more extensively into the companies' side of the rate question to show why it was necessary for them to ask for higher rates. The letter shows that on written and paid basis a loss was sustained on fire, windstorm and hail, as well as on the total business done in the state. The figures do not include any deductions for the 10 percent refund filed under protest on Aug. 9, 1929.

Application of the 10 percent reduction during the five-year period covered, it is emphasized, would have produced an excess of losses and expenses over premiums of \$6,784,186, or 8.3 percent, and on the total for all classes of insurance of \$16,597,725, or 14.2 percent. On the premiums earned and losses incurred basis of calculating profits and losses, the percentage of net loss would have increased approximately 5 percent it is pointed out.

Existing Level Assures Loss

"These figures clearly demonstrate that the existing rate level produces a loss" the letter to the agents continues,

"and does not offer any hope of profit, and accordingly we have filed with the insurance department an application for an increase in rates of 16 2/3 percent above the rates now existing with the 10 percent reduction, filed under protest on Aug. 9, 1929. The effect of this proposed increase is a 5 percent increase over the present published rates. This increase applies to fire, lightning and windstorm. We have also filed schedule of hail rates on growing crops in Missouri, which are the same hail rates as were used during the year 1929.

"Inasmuch as news articles are carrying information with reference to this increase, we believe that you should be posted as to the results of the insurance business in Missouri, which justify our application for this increase. We believe that Missouri should have rates based upon its own record and that the citizens should not expect to have a portion of the cost of their insurance borne by the citizens of other states."

Bureau Gives Experience

Statistics compiled by the bureau show the following results for the period 1924 to 1928 inclusive:

Fire—Premiums written, \$91,331,846; losses paid, \$52,274,112; expenses paid \$40,787,538; total net loss \$1,729,804; percentage of loss 1.9.

Windstorm—Premiums written, \$13,434,042; losses paid, \$17,036,702; expenses paid, \$6,039,577; total net loss \$9,642,577; percentage of loss 71.7.

Hail—Premiums written, \$706,631; losses paid, \$507,778; expenses paid, \$297,356; total net loss, \$98,503; percentage of loss 13.9.

Lightning—Premiums written, \$21,903,487; losses paid \$11,901,638; expenses paid, \$929,368.

Total all classes—Premiums written, \$127,376,006; losses paid, \$81,720,230; expenses paid, \$56,418,839; net losses, \$10,763,063.

Superintendent Joseph B. Thompson has asked the companies to submit de-

Gives Luncheon to His Forty-Year Associates

Fred W. Moore of Moore, Case, Lyman & Hubbard of Chicago entertained at luncheon the other day three other members of the organization who had been associated with him for 40 years or more. Harvey Dean started with the agency in 1872, Edward A. Bremner in 1884, George W. Griffin and Mr. Moore date from 1886, Thorbjorn Magelssen started in 1888.

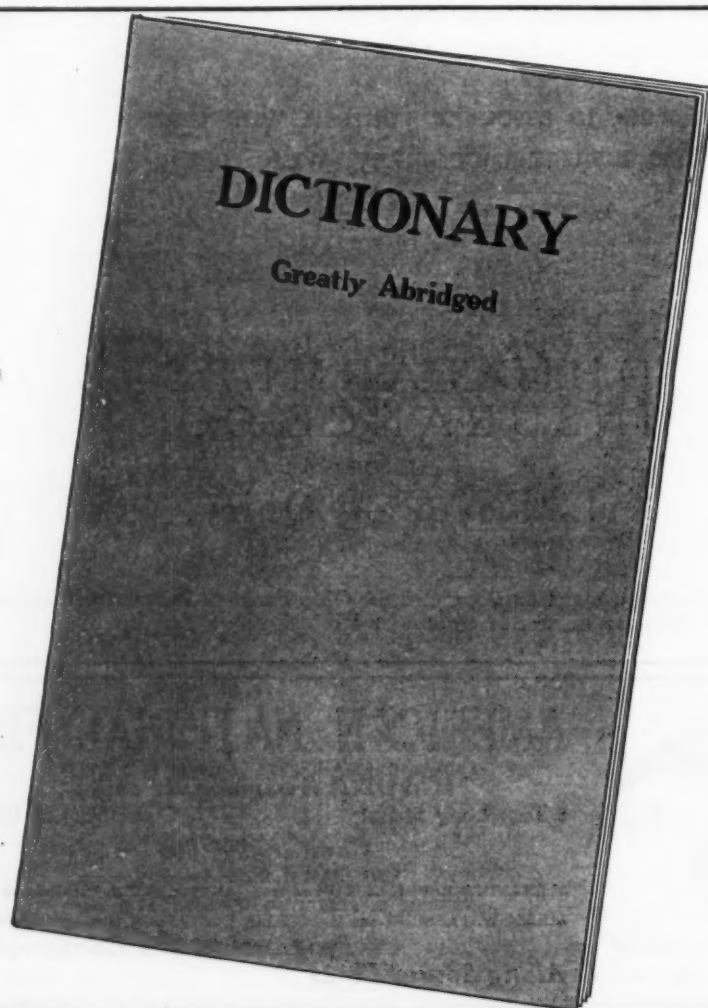
tailed information concerning their operations in the state and pending receipt of this data he will not approve the application for higher rates. It is certain that the state will vigorously resist the request.

Washington Rate Litigation

While fire underwriters in the state of Washington have a clear understanding as to the result of the recent court decision governing rates in the commonwealth, agents located elsewhere but handling lines in Washington, are apparently a bit confused in the matter. Briefly the situation is that the 30 percent rate deviation sanctioned upon certain designated risk classifications, prior to July 11, 1928, still holds while all deviations promulgated since that date have been cancelled.

North America's Statement

The North America's statement covering its 1929 operations shows that it increased its assets about \$5,000,000 and its net surplus by \$5,068,801, the items new being \$90,109,434 and \$30,000,000 respectively. Net profits on its activities for the 12 months were \$7,759,798. Depreciation in the value of its securities but slightly exceeded \$1,000.



This Dictionary is one of the unique booklets furnished to our Agents in quantity, which assists them in selling Automobile Insurance.

Would you like to have a sample? Write to our Advertising Department at 70 Park Place, Newark, N. J.

The
Columbia
FIRE
INSURANCE COMPANY
OF DAYTON, OHIO

Organized 1881

Surplus to Policyholders \$2,391,594

ONE OF THE AMERICAN GROUP

FIELD CHANGES

ELIASON HAS WAYNE COUNTY

Field Man Becomes Manager of North America Group of Companies at Detroit

Arthur Eliason of Chicago, executive special agent in the western department of the North America, has been appointed Detroit and Wayne county manager of all the North America group succeeding P. R. Ingles, who is trans-



ARTHUR ELIASON

ferred to Oklahoma as state agent. Mr. Eliason was formerly Wisconsin state agent of the North America. He also was a local agent at Minnesota. Later he took charge of St. Louis for the North America. The Detroit office of the North America is regarded as very important.

Francis F. Henze

Francis F. Henze has been appointed a special agent for the Travelers Fire in Wisconsin. He will have his headquarters in the Milwaukee office of the Travelers. During the four years just prior to his appointment as a representative of the fire company Mr. Henze served the Great American as special agent in Wisconsin. Until recently he operated his insurance agency in Plymouth, Wis., in conjunction with his field activities.

H. A. Thomson

H. A. Thomson has been appointed special agent of the Caledonian, Caledonian-American and Netherlands to be associated with State Agent Ernest Sharpe in Pennsylvania, West Virginia, Delaware, Maryland and District of Columbia. He has been connected with the Caledonian as examiner for the last seven years. He attended Trinity College. A. L. Stuart, who has been special agent in a portion of this territory, has resigned.

Hartford Fire Conference

The annual general agency conference of the Hartford Fire will be held at the head office, Feb. 27. During the latter part of February the annual field conference in the western department will be held at Chicago.

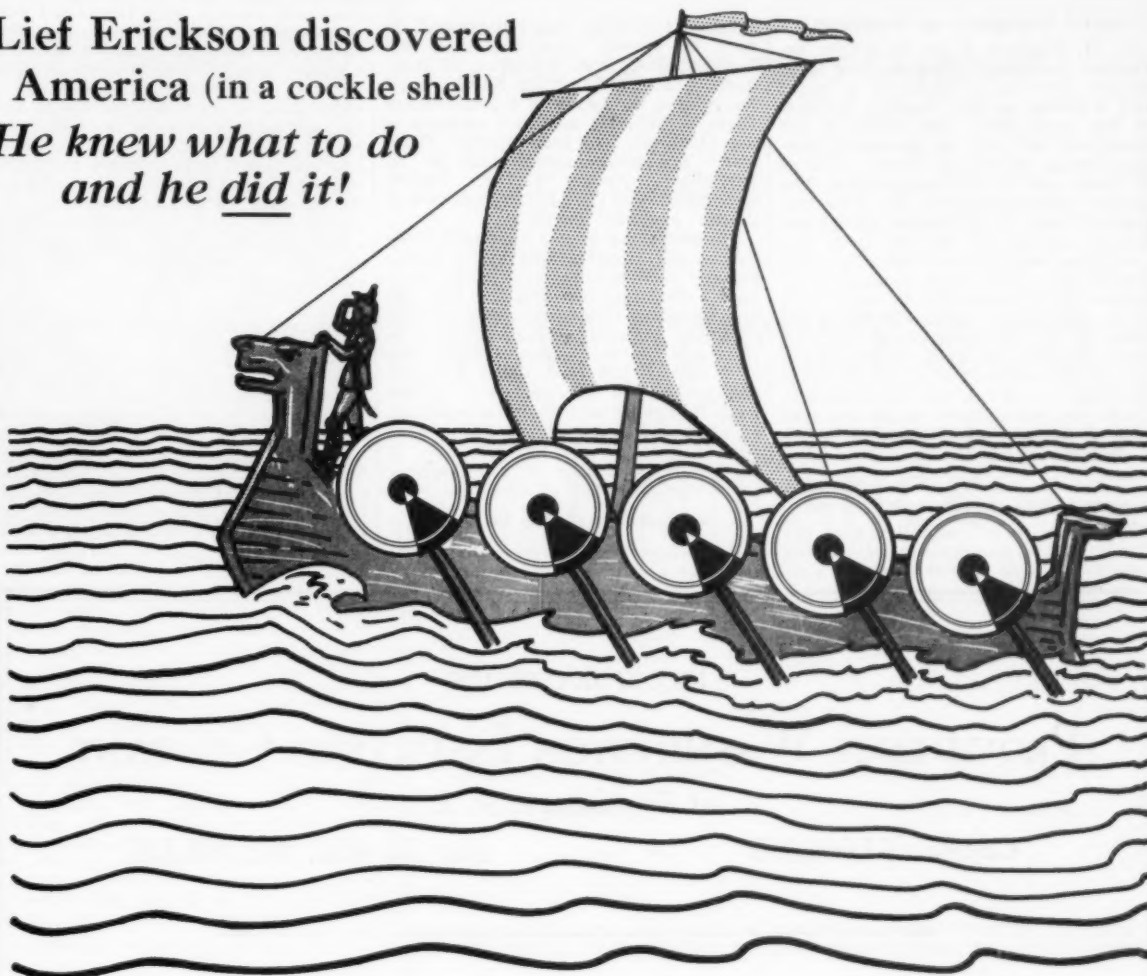
New York Field Men Elect

Officers of the Underwriters' Association of New York, chosen at the annual meeting at Syracuse, are: President, Arthur J. Hughes, Phoenix of London; vice-president, W. D. Wilson, Niagara Fire; chairman executive committee, H. B. Nugent, Aetna.

MERE SIZE ALONE IS NOT A RELIABLE MEASURE OF VALUE

Lief Erickson discovered America (in a cockle shell)

He knew what to do and he did it!



Must we say more—The Eureka-Security has 65 years of experience and knows how to use it to help agents. For Automobile, Fire and Wind-storm insurance there are bigger and smaller companies but none better to represent than The Eureka-Security Fire and Marine Insurance Company of Cincinnati, Ohio—known also as The Cincinnati Underwriters. "The Company that knows what to do for its agents and does it."



HOTEL LENOX

Buffalo, N. Y.

140 North St.—Just West of Delaware Ave.

Three minutes to new Peace Bridge to Canada. Only 20 miles from Niagara Falls. Close to business, shopping and theatre districts.

Rooms \$2 Up

Single, \$2 to \$4 Double, \$3 to \$6 Family Suites, 2 or 3 rooms, \$7 up

Abundant curb parking space. All night car storage in well equipped garage for \$1. Ownership management. Free road maps and hotel booklet.

Write or Wire for Reservations
CLARENCE A. MINER, President



75th Anniversary
The Phoenix Insurance Co.
of Hartford

AS SEEN FROM CHICAGO

TAKES NATIONAL OF HARTFORD

L. H. Waidner & Co. of A-1855 Insurance Exchange, Chicago, has taken on the National of Hartford as agent and is giving up the Franklin National of the same fleet. Mr. Waidner has associated with him as partners Benjamin Zweig, Harry M. Power, Charles F. Lasch and W. E. Spangenburg. The agency also represents the American Eagle, Firemen's of Newark, Queen and London & Scottish for fire lines, and the Eagle Indemnity for casualty. The five partners have been associated together for approximately 25 years, having been originally in the old Royal city office of Law Brothers. When the Laws went into the firm of Moore, Case, Lyman & Hubbard on an agency basis, the Waidner partnership followed suit. Large business increase in the last year made it necessary in November for L. H. Waidner & Co. to double their office space.

NEW SCHOLARSHIP COMMITTEE

The scholarship committee that has charge of the management of the fire insurance course in Northwestern Uni-

versity at Chicago has reorganized. In fact, an entirely new committee has been appointed with exception of Manager C. R. Tuttle of the North America, who is the father of the movement. Clem E. Wheeler, assistant manager of the Hartford, has been elected chairman. The other members are W. N. Achenbach, Aetna; C. V. Varley, Springfield, and Carl H. Ingram, Westchester, and Mr. Tuttle.

Hereafter the young men taking the course will attend school in the morning and work in the offices in the afternoon, reversing the practice that has been in effect. Gymnasium work is now required. A new course on loss adjustments has been introduced, the lecturer being M. D. Looney, general adjuster of the Hartford Fire in the west. Beginning with the next semester, an additional course on inspection work will be installed, the lecturer to be J. G. Hubbell, manager of the National Inspection Company of Chicago.

HAZARD IN RADIO TRADE

It is believed by Chicago fire insurance men that a serious moral hazard exists

in the radio industry as a result of the depression in sales of radio tubes. Some time ago production of tubes could not nearly keep pace with demand, and manufacturers expanded their plants tremendously, laid in large stocks and went on quantity production basis. For their part, radio wholesalers and retailers in Chicago, and probably elsewhere, fearing that there would be a shortage in tubes, laid in large stocks. It is said two Chicago firms have in storage approximately \$10,000,000 worth of tubes, and altogether there is more than \$20,000,000 of these tubes in various Chicago warehouses. For the most part the warehouses are strictly modern and as a consequence the contents rate quoted on the tubes is comparatively low. It is said to be about 25 cents.

INSURANCE COMMITTEE NAMED

The Illinois chamber of commerce has appointed its insurance committee with Shirley E. Moissant, secretary of the Illinois Association of Insurance Agents at Kankakee, as chairman.

The personnel of the committee is as follows: S. E. Moissant, chairman, Kankakee; John H. Camlin, Rockford; W. B. Flickinger, Philadelphia Fire & Marine, Chicago; Fred M. Gund, manager, Crum & Forster, Freeport; John C. Harding, manager, Springfield Fire & Marine, Chicago;

J. M. Newburger, Newburger & Co., Chicago; Harold M. O'Brien, president, Chicago Fire & Marine; Frederick H. Rowe, president, American Bankers, Jacksonville; Fred J. Sauter, president, Chicago Board; George B. Sedgwick, assistant secretary, Great American, Chicago; August Torpe, Jr., Chicago; R. W. Troxel, Springfield; George D. Webb, Conkling, Price & Webb, Chicago; H. M. Zimmer, state agent Home of New York; George E. Stephens, Illinois Chamber of Commerce, secretary.

CHICAGO LOSSES INCREASE

Property fire losses in Chicago totaled \$11,525,765 in the first nine months of last year, it was reported this week to the Chicago Board by the fire insurance patrol. Since the figures are incomplete for the year, the patrol not having totaled for the last three months, it is not possible this week to state definitely what the comparison will be with 1928 losses. However, 1929 losses for the first half year total \$8,869,643, as compared with \$7,772,153 in the first six months of 1928. January, February and April, 1929, showed heavy increases over the corresponding months of 1928, although the other months were decreases, thus accounting for the total increase for the first half year of \$1,097,490. The monthly losses for 1929 were: January, \$1,872,107; February, \$2,116,878; March, \$1,856,249; April, \$1,078,469; May, \$1,173,112; June, \$772,796; July, \$740,768; August, \$1,041,454, and September, \$873,897.

CHICAGO PREMIUMS RISE \$415,000

Chicago fire premiums, far from falling off approximately \$200,000 from the 1928 figure as had been estimated by many managers on the basis of incomplete returns, appear to have increased about \$415,000 in 1929, according to reports to the city comptroller rendered in payment of premium tax. A total of \$495,709 tax has been collected. Upon this basis, since the tax is 2 percent, Chicago premiums last year were \$24,785,479. The 1928 premiums were reported to be \$24,411,579. The comptroller's office anticipates that an additional \$40,000 premiums will be reported, running the 1929 total to \$24,825,479. There were 338 companies and agencies reporting.

FERGUSON WITH FIREMAN'S FUND

J. J. Ferguson, assistant Chicago manager for the Northern Assurance, has resigned to go with the western department of the Fireman's Fund as superintendent of the Cook county department, succeeding A. W. Hale, resigned to become special agent for Engelhard, Krogman & Co. of Chicago, Western Manager S. M. Buck of the Fireman's Fund announces. Mr. Ferguson's headquarters will be in the western department offices in the First National Bank building. He is well known in Chicago and Cook county because of his experience of several years with the Northern Assurance, and his pleasing personality and energy are expected to be reflected quickly in the service rendered by his department. Mr. Ferguson started with the Hartford in 1914 and left for war in May, 1917. He returned in 1919 and went with the Northern in January of the following year, first as a special agent in Cook county and then in 1926 being promoted to inside duties.

JENKISSON'S DUTIES INCREASED

A. W. Jenkisson, Chicago city manager for the Northern Assurance in charge of the Chicago and suburban department since May, 1921, has taken charge of the metropolitan district in addition to Chicago and Cook county. This gives him considerable new territory, including Lake, Du Page, Will, McHenry and Kane counties in Illinois, and Lake county, Ind. Mr. Jenkisson took charge in Chicago when he succeeded Charles N. Bishop, one of the

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY

of Providence, R. I.

Capital, \$3,000,000

Net Surplus, \$12,580,410

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital, \$500,000

Net Surplus, \$1,325,921

INCORPORATED 1928

ANCHOR INSURANCE COMPANY

Providence, R. I.

OWNED AND OPERATED BY THE
PROVIDENCE WASHINGTON INSURANCE CO.

Capital, \$500,000

Net Surplus, \$818,557

WESTERN DEPARTMENT

175 W. JACKSON BLVD.

CHICAGO

J. R. CASHEL, Manager

old original managers for the Northern Assurance, who had been in charge since the Chicago office was formed in 1889. Under Mr. Jenkinson's management the office has developed to the point where it has become a complete underwriting unit and is virtually a western department.

MANY BLAZES IN SKYSCRAPERS

Builders' risks cover on skyscrapers under construction in Chicago have been proving a bothersome line productive of substantial losses, due to the fact that under modern construction methods the pouring of concrete continues throughout the winter. As steel work rises it is enclosed in canvas and the interior is heated to prevent freezing of the green concrete. In most cases salamanders, or sheet metal pots in which fires are built, are used. These are distributed, several to a floor. However, they are intended merely to raise the temperature to a point slightly above 32 degrees, freezing, and are not satisfactory to workmen who become chilled.

A result in Chicago has been the building of open fires directly on the concrete floors, and this has been productive of many small blazes which because of their height above fire protection are difficult to extinguish. The most recent one was on the 40th floor of the new Board of Trade building at the head of La Salle street. This resulted in small loss because the dry stand pipe, which now is required to be constructed along with the rising stories, operated perfectly. Firemen called to the blaze hooked on to the standpipe at the street level and started pumping, but before they could climb to the 40th floor the workmen who had previously been supplied with an emergency hose put out the fire.

There have been several such fires in the Board of Trade building in the last few months, and practically no new building goes up in Chicago without several blazes from this cause. In an effort to remedy this serious situation, J. A. Neale, chief engineer of the Chicago board, some time ago instituted a practice of inspection of the Board of Trade building by a lieutenant of the fire patrol. The lieutenant has been visiting the building every three or four days, surveying the physical hazard and cautioning the workmen. Good results already have been obtained and it is probable that this practice will be employed hereafter in the case of all new buildings of considerable height.

WILL REVISE THE RULES

President Charles R. Street of the Western Underwriters Association has appointed a special committee to revise the rules and regulations, the report to be presented at the meeting in April. The committee consists of John F. Stafford, Sun; J. R. Wilbur, America Fore; A. F. Powrie, Fire Association; S. H. Quackenbush, Westchester, and W. L. Lerch, Royal.

Mr. Stafford has been chosen chairman of the committee. It will meet Thursday of this week prior to his leaving for his winter vacation in Florida.

FIREMEN'S FIELD CONFERENCE

Western Manager H. A. Clark of the Firemen's group had all the field men of the various companies in Chicago last week when the new conditions arising over the retirement of a number of companies from the Western Insurance Bureau were discussed. President Neal Bassett and Vice-President Wells T. Bassett were present from the home office. There are about 85 field men of the Firemen's group under Mr. Clark's jurisdiction.

GOVERNING COMMITTEE TO MEET

The governing committee of the Western Underwriters Association will hold a meeting in Chicago Friday of this week. This will be the first meeting of the committee aside from a hurried meeting that was called of some of the members to transact business that was necessary after the organization was formed. The regular meeting time is

Changes Position



HARRY J. PULLING, JR.

Harry J. Pulling, Jr., chief examiner in the western department of the Westchester, becomes chief examiner in the western department of the Fred S. James & Co. companies, the Lincoln Fire, Eagle Str. & British Dominions, and the General Fire. This brings him in contact with Harry Casper, who is in charge of the western department of the James companies. Mr. Casper was formerly assistant western manager of the Westchester and, therefore, knows Mr. Pulling well. Mr. Pulling started with the Chicago agency of Newberger & Co. in 1904. He went with the Westchester in 1916 as examiner and later was promoted by Manager S. H. Quackenbush to the position of chief examiner.

Tuesday. The meeting is set for Friday owing to the fact that Walter D. Williams, manager of the Security, who is vice-president of the association, and Fred M. Gund of Crum & Forster, member of the committee, are both holding field meetings this week.

The old Western Union had voted to hold its spring meeting at Augusta, Ga. The annual meeting of the Western Underwriters Association is set for April. There is now a movement on hand to change the place of meeting, many favoring Washington, D. C.

NORTHERN ASSURANCE CHANGES

R. A. Black, special agent of the Cook county department of the Northern Assurance, has been appointed to succeed J. J. Ferguson, assistant Chicago manager, who has resigned to go with the Fireman's Fund western department as superintendent of the Cook county department. Mr. Black has been with the Northern since 1925. Two other changes are necessitated by the advancement. Sidney B. Fabans, former counterman, takes Mr. Black's old place as Cook county special. V. P. Dunlap is promoted to counterman. Mr. Fabans has been with the Northern's office in Chicago five years. Mr. Dunlap formerly was with the National Inspection, Commercial Union and the Niagara.

CONTINUE SMALL LOSS PROBE

Continuation of the engrossing discussion of the part small fire losses under \$100 play in making underwriting unprofitable will be the main feature of the next dinner meeting of the Western Loss Association to be held in the Brevoort hotel Jan. 21. Dinner will be served at 5:45 o'clock. This subject first was broached at the last meeting, bringing forth some startling facts, among which was the discovery that the average loss of all companies represented in the association suffered in Western Union territory last year, was approxi-

(CONTINUED ON NEXT PAGE)

THE SERVICE THAT SATISFIES

W. W. VINCENT & CO.

INSURANCE

175 W. Jackson Blvd.
CHICAGO

111 John Street
NEW YORK

SAFE FOR AGENTS — BEST FOR ASSURED

WESTCHESTER

FIRE INSURANCE COMPANY OF NEW YORK



AN
OLD and THOROUGHLY RELIABLE
COMPANY
ESTABLISHED 1837

WESTCHESTER

FIRE INSURANCE COMPANY OF NEW YORK

Western Department:
111 W. Jackson Boulevard
CHICAGO, ILL.

SAFE FOR AGENTS — BEST FOR ASSURED

INSURANCE STOCKS

Bought—Sold—Quoted



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Insurance Stock Department

115 W. Adams St.
CHICAGO

42 Cedar Street
NEW YORK

SPECIALISTS in INSURANCE STOCKS

Quotations and Statistics gladly furnished.
CHARLES SINCERE & COMPANY

231 So. La Salle St.

Chicago

Branch Office, Palmer House

All Phones State 2400

MEMBERS

New York Stock Exchange
Chicago Stock Exchange

Chicago Board of Trade
Asso. Member, N. Y. Curb Ass'n.

Refer to Quotations that appear regularly in
THE NATIONAL UNDERWRITER

INSURANCE STOCKS

BOUGHT -- SOLD -- QUOTED

Mr. Howard W. Cornelius has specialized in
Insurance Stocks for the past eighteen years.

Inquiries Invited

H. W. CORNELIUS & CO.

105 So. La Salle St.

Telephone Randolph 9168

Chicago

INSURANCE STOCK QUOTATIONS

By H. W. Cornelius & Co., 105 South La Salle Street, Chicago, as of Jan. 13

Stock	Par	Bid	Asked	Div. per share	Stock	Par	Bid	Asked	Div. per share
Aetna Cas. & Sr.	10	160	168	\$ 1.20†	Lincoln, N. Y.	10	36	41	4.50†
Aetna Fire	100	600	610	20.00	Lloyds Cas.	10	21	24	.60
Aetna Life	10	93	96	1.20†	Md. Cas.	25	89	92	5.00
Agricultural	25	130	145	4.00	Mass. Bonding	25	140	160	4.00
Allemania	50	300	325	12.50	Merchants, com.	10	115	135	2.00
Amer. All.	10	30	35	1.50	Merchants, pfd.	100	110	...	7.00
Amer. Auto.	10	80	...	2.00	Mechanics	25	100	...	2.50
Amer. Drug.	25	85	...	3.00	Merchants, R. I.	10	20	25	...
Amer. Equit.	5	24	28	1.50*	Mer. & M., N. Y.	5	22	26	...
Amer., N. J.	5	20	22	1.00	Metropol., N. Y.	10	11	15	1.00
Amer. Reserve	10	70	80	4.00	Mohawk Fire	25	45	55	...
Amer. Salam.	50	50	54	3.00	National Cas.	10	21	24	1.20
Amer. Surety	25	104	109	6.00	National, Ct.	10	67	70	2.50†
Automobile	10	42	45	.80†	Natl. Liberty	5	15½	17½	.50
Balto. Amer.	5	25	27	.60*	National Union	100	240	260	12.00
Bank. & Ship.	25	110	130	5.00	National Surety	50	72	74	5.00
Boston	100	650	690	16.00	New Amst. Cas.	10	39	42	2.00
Brooklyn	5	19	23	...	New Brunswick	10	25	29	1.50
Camden	5	22	24	1.00	New Cent. Cas.	50	85	95	6.00
Carolina	10	26	30	1.40	New Eng. Fire	10	30	40	1.00
Cent. West Cas.	50	48	58	2.00	New Hampshire	10	65	72	1.60
Chgo. F. & M.	10	22	26	...	New Jersey	20	40	50	2.00
City of N. Y.	100	530	560	16.00	New York Fire	5	21	26	...
Colonial States	10	17	23	...	Northern	25	115	130	4.00
Com. Casualty	10	45	50	2.00	North River	10	50	55	1.80†
Commonw'th	100	750	...	20.00	N. W. Natl. Fire	25	105	120	5.00*
Const. Ind.	10	18	24	.50	Occidental	10	24	27	...
Cont. Cas.	10	40	42	1.60	Pacific Fire	25	120	140	5.00
Continental	10	63	64	2.00	Pacific Ind.	50	200	215	6.00
Det. Fid. & Sur.	50	36	42	4.00	People's Natl.	5	17	20	1.00*
Detroit Natl.	25	28	35	1.25	Phila. Natl.	10	21	25	1.00†
Eagle, N. J.	20	70	75	4.00*	Phoenix	10	75	79	2.00†
Employ. Re-Ins.	10	22	24	1.50	Prefd. Accident	20	80	90	...
Federal, N. J.	10	70	80	2.00†	Presidential	25	40	46	...
Federal Surety	15	20	26	...	Prov. Wash.	100	610	630	20.00*
Fidelity & Dep.	50	170	180	8.00	Public Fire	5	17	20	...
Fid. & Guar. F.	10	40	42	...	Reliance	10	15	20	1.20
Fid.-Phenix	10	71	73	2.00	Republic	10	24	28	...
Fire Asso.	10	36½	38½	2.50	Rhode Island	10	35	40	1.20†
Fireman's Fund	25	100	105	5.00	Rochester-Am.	10	47	51	1.00
Firemen's	10	32	34	2.20	Rossia	25	40	42	2.20
Franklin	25	180	190	8.00	Seaboard Sur.	10	20	25	...
Ga. Cas.	5	15	15	...	Security, N. H.	25	87	95	3.00
Glens Falls	10	56	59	1.60	Southern Surety	10	25	27	1.60
Globe & Rutgers	100	940	960	24.00	Sprgld. F. & M.	25	158	168	4.50
Globe U. Ex. No par	11½	13	St. Paul F. & M.	25	200	210	5.00
Grt. Amer. Ind.	10	40	47	...	Standard Accel.	50	275	320	6.00
Grt. Amer.	10	32	34	1.60	Stuyvesant	25	40	50	2.00†
Great Lakes	10	11	14	0.00	Sylvania	10	22	25	...
Halifax Fire	10	22	24	1.00	Transp. Ind.	10	16	20	...
Hanover Fire	10	52	55	1.00	Transp. Ins.	25	40	50	...
Harmonia	10	25	30	1.50	Travelers	100	1450	1475	24.00
Hartford Fire	10	68	70	2.20†	U. S. Fire	10	58	63	2.40
Hdtd. St. Boiler	100	550	580	16.00	U. S. Casualty	25	70	80	3.00
Home, N. Y.	10	42½	44½	2.00†	U. S. Fid. & Gr.	10	47½	49½	2.00
Home Fire Sec.	10	20	22	...	U. S. Mer. & Sh.	100	300	325	8.00
Homestead Fire	10	21	26	1.00	Universal	25	50	60	3.50
Hudson Cas.	5	7	9	...	Victory	10	18	22	1.20
Imp. & Exp.	25	60	70	4.00	Virginia F. & M.	25	100	125	4.50
Independ. Ind.	5	15	18	...	Westchester	10	52	57	2.50
Independ. Fire	5	12	15	...					
Ins. Co. of N. A.	10	71	73	2.00*					
Iowa Nat.	10	...	13	...					
Knickerbocker	5	30	35	...					

*Extra dividend paid.
†Indicated on new stock.
‡W. I. New Rts. 11-12.

CHICAGO NEWS

(CONT'D FROM PRECEDING PAGE)

mately \$155. Another topic at the meeting will be the new inherent explosion clause now being attached to dwelling policies. Some interesting cases have arisen recently under this new procedure, one fine question being illustrated by the case of a claim for loss due to heavy smoke damage resulting from the blowing open of a furnace door due to an accumulation of unburned gases. The question in this case was whether resulting damage from thick clouds of coal smoke which belched from every opening of the furnace and even got into the upstairs section of the dwelling through heating pipes, was consequential damage. Members will give their interpretations of the clause at the Brevoort meeting.

The Western field men of the **Springfield Fire & Marine** were in Chicago this week for the annual conference. Assistant Secretary Sidney Law was present from the home office.

The **Fireman's Fund** field conference in its western department will be held during the week of Jan. 20, with Manager S. M. Buck in charge.

The round-up of field men in the **North American's** western department will be held Jan. 20. Half will be present for the first three days of the week and the others the second three days. John O. Platt, vice-president; T. L. Smith, marine secretary, and others from the home office will attend.

Hartford's Tax List Shows Prominence of Insurance

The tax assessment list recently announced for Hartford, Conn., for 1929 calls attention to the important part which the insurance companies of that city play in the prosperity of the community and the furtherance of insurance protection throughout the country. Of the total assessed valuation of \$380,206,115 the insurance companies having home offices in Hartford are assessed for more than \$29,000,000, which is nearly 8 percent of the assessed value of all taxable property in Hartford for last year. The Travelers heads the list, the Hartford property of the company being assessed at \$13,930,000.

The tax assessment list of property for Hartford exceeds that of any other city in the state, although Hartford is not the largest city in Connecticut. The presence of more than 40 insurance companies in Hartford, 14 of which have home offices in the city, may be regarded as a vital factor in its leading position in the business life of Connecticut. More than 15,000 persons from within the area of greater Hartford and its environs are employed by insurance companies and agencies in Hartford, exclusive of agents.

POSITION WANTED

Fieldman with successful experience covering Illinois, Indiana, Ohio, Kentucky, Tennessee, Iowa. Sixteen years in Fire Insurance business. University graduate. Thorough engineering and rating education. Address O-52, The National Underwriter.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

NEW YORK SOCIETY TO MEET

Members of the New York Ex-Fieldmen's Society will hold their ninth annual dinner in Brooklyn, March 20. The organization is composed of men who as special agents carried the grip in the Empire State in days now past. These gatherings afford the members opportunity to fraternize once a year.

REINSURANCE DEAL REPORTED

Fifty percent of premiums on the books of the Reinsurance Corporation of America on Dec. 31 are reported to have been reinsured in Globe & Rutgers. The amount of the deal is set at \$1,000,000 gross. The Reinsurance Corporation, which is controlled by the American Phoenix Corporation, holding company, which is said to have been under investigation by the New York department, it is expected will show in an examination soon to be released, a comfortable margin of solvency, with surplus equal to capital.

METICULOUS ABOUT DETAILS

The tragic death of Henry G. Foard, secretary of the Home, some days ago emphasizes anew the folly of important executives endeavoring to attend to the details of their offices, instead of delegating all such work to subordinates, thereby leaving the mind free for the consideration of larger problems. Though sturdy of frame Mr. Foard was of a highly sensitive nature. He was obsessed with the thought that every phase of his work should receive his personal attention. In season and out, he was delving into correspondence, studying maps and diagrams, and handling many matters that could just as efficiently be taken care of by others. The strain was too great, and he broke down under it.

While a few men are so constituted as to be able not only to handle the small as well as the big affairs of their companies, the great majority are not thus equipped. While they may carry the double load for a time, soon or late they pay the penalty. The really great executive is he who has the ability to outline broad business policies and having selected competent aids, is willing to delegate to them the carrying out of assigned tasks. For a leading official to concern himself with detail is neither fair to himself nor to the employing corporation.

A clean liver, a conscientious underwriter, and an altogether admirable character, Mr. Foard was the victim of the mistaken idea that he was personally to look after every detail of his department, and his untimely death was the result.

IS NOW COMPILING LOSSES

To the already numerous important services rendered by the National Board has now been added another, that of compiling month by month a record of the fire and lightning losses of the United States. The need for information of such character has long been recognized, and obviously the National Board, comprising as it does a membership of stock companies writing probably 85 percent of the fire business, was the proper medium for its compilation and dissemination.

As the information was never previously obtained a comparison of the 1929 record with that of the preceding 12 months is impossible. Now that the service has been inaugurated, however, future monthly and yearly comparisons will be possible.

It is hoped by many underwriters that in addition to these losses, the National Board may be able to collate those occasioned by tornadoes, thus giving a more complete picture.

It is intended to send the monthly loss totals to the daily and trade press, cham-

bers of commerce, banks and trust companies and all other bodies now interested or that may become so in the fire record.

HONOR IS PAID CAUTY

Frank H. Cauty, who retired as manager of the marine department of the Liverpool & London & Globe group in New York, was given a complimentary dinner by United States Manager Harold Warner. He entered the Liverpool service 45 years ago, the last 30 having been spent in this country. H. W. Spicer, assistant manager, succeeds him. A. B. Grant is appointed assistant manager. Both these have been connected with the department for a number of years.

REPORT ON NEW YORK LOSSES

Fire losses handled by the committee on adjustments of the New York Board the past month totaled \$1,703,527, as against \$2,207,687 for December, 1928. Based upon the percentage of claims handled by the board, 55 percent, the total property loss of the city for the month would be approximately \$3,097,320, a decrease of \$917,660 from the corresponding month of the previous year. For the entire year the committee handled losses amounting to \$11,998,540, as against \$12,254,548 for 1928, the total property losses for 1928 and 1929 being respectively, \$23,281,000 and \$21,815,520.

BALLARD BANK DIRECTOR

Sumner Ballard, president of the International of New York, and United States manager for several foreign reinsurance companies, has been elected a director of the Harriman National Bank & Trust Company.

BROKER FIRM INCORPORATES

For greater convenience the brokerage firm of Kent, Taylor & Co. of New York City has incorporated as Kent, Taylor & Sullivan. The personnel, however continues as formerly. The individual members are George R. Kent, Cyril F. Taylor and George F. Sullivan.

Hold County Insurance Day of Pennsylvania Federation

PHILADELPHIA, Jan. 15.—Leading insurance men from Bucks and Montgomery counties, Pa., and company officials and agents from Philadelphia, attended the first of the county insurance days being sponsored by the Insurance Federation of Pennsylvania, at Norristown Jan. 10. Joseph D'Andrade, Norristown superintendent of the Metropolitan Life, was toastmaster.

Percy W. Clark, assistant secretary of the North America, first speaker talking on "The Adjustment of a Fire Loss," explained that it meant nothing more than amicable settlement between company and assured for the loss sustained by the latter, pointing out that an adjustment was a getting down to facts and an agreement upon actual loss.

Furner on Compulsory Laws

Robert R. Dearden, Jr., editor of the "United States Review," who was to have been the second speaker, was unable to attend because of illness and his subject, "Compulsory Automobile Insurance," was discussed instead by Ralph H. Furner, manager, workmen's compensation and liability department, Maryland Casualty. Mr. Furner, after explaining the actual workings of such laws in some states, and particularly the experience in Massachusetts, paid tribute to the work of insurance federations in the various states.

William W. Deacon, associate coun-

(CONTINUED ON PAGE 33)

James Denounces Bureau Companies Joining W. U. A.

"CONSPIRACY" CHARGE MADE

President of Northwestern National Fire Sends Out Hot Letter to His Agents

Alfred S. James, president of the Northwestern National Fire of Milwaukee, has sent out to all agents of that company a letter denouncing in no uncertain language the 39 companies which have resigned from the Western Insurance Bureau to affiliate with the new Western Underwriters Association. His letter, which has aroused considerable comment, says:

"The useful and necessary position held by the old Bureau can not and must not be relinquished to the absolutists who, after first abrogating the conference agreement in 1923, have now attempted to throw another wrench into the machinery established to maintain a good balance of the business in this territory, meaning, of course, the present conspiracy to wreck the Bureau by inducing shameless desertions. After secret conference with some of its members.

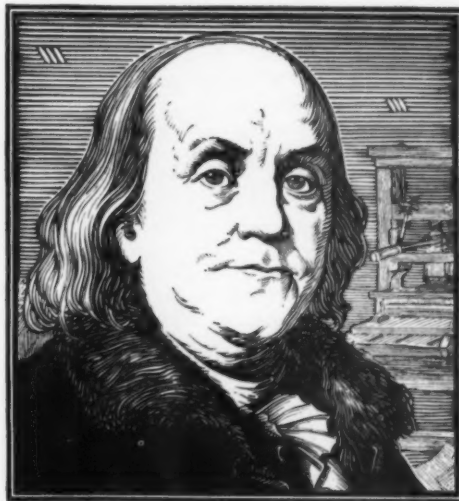
"These Bureau turncoats, who have proven false to their own principles, are entitled to no further confidence or respect. They are no more or less than menials—bondsmen under constraint. It is a sad commentary indeed on the courage and honor of those trusted but errant associates that they could not withdraw in a frank and manly way. We resent, on your account as well as our own, this absolutely destructive and underhanded plot to scuttle the ship and establish monopolistic mass production for a privileged class, based upon false standards and servile propaganda, also the acceptance of an unworthy leader-

ship, utterly destructive of personal liberty and self-respect.

"We believe that dignity and stability of our business, an essential one with a clear duty to its patrons, is too valuable thing to be abandoned to the would-be wreckers. The situation now created requires a healthy opposition or competition and a measure of private initiative, not a set of cogwheels controlled by a ring.

"In this connection we call your attention to the studied manipulation of rates downward, through the control of the actuarial machinery, by this same arrogant and dominant group of managing underwriters, who, drunk with fancied power and determined to rule or ruin, have not hesitated, in some instances, to announce that they intend to thereby drive out competition. If they are permitted to have their way they may reduce the number of companies, and in so doing they would certainly starve out a number of agents too. For ourselves, we challenge this purpose, which utterly disregards the American principle of fair play, established values, and economics facts. If they are permitted, through constantly whittling the rate structure, to cut the ground from under your earning power and bring the business into a position where it cannot function efficiently and produce sound indemnity, it will be a sorry day.

"We recommend that you set your faces against any such attempt, either from ex-Union or ex-Bureau sources, to pull down or debase the structure of our business and delimit your earning power. We believe in a living wage for our agents and a free opportunity for all engaged in the business and shall endeavor to give you every assistance within our power to maintain your independent facilities and the self-determination of your business. The Bureau is no hed-headed stepchild. Look at both sides of the picture before you choose your position, and be wary of propagandists."



Benjamin Franklin

*The
Apostle of
Thrift
said:*

"If you know how to spend less than you get, you have the philosopher's stone."

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MUTUAL
LIFE INSURANCE COMPANY
OF BOSTON, MASSACHUSETTS

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

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Field Forces Are Recognized

THE election of WADE FETZER of Chicago to the presidency of the FIDELITY & CASUALTY is impressive because it brings direct from the producing ranks to the chief executive chair a man who is an outstanding salesman. A number of the large life companies in selecting their presidents have departed from their usual course of getting a man who is trained along distinctly insurance lines. Frequently an attorney who has been general counsel for the company, or who has been a member of the board, is elected president. Again some outstanding financier may be chosen. This is due to the fact that the investments of life insurance companies have become so enormous and the activities outside of underwriting proper have become so intricate that the so-called insurance man has taken a seat farther back.

In fire and casualty insurance, the insurance man is still the big factor in almost all cases. It is true that the larger companies have found it necessary to emphasize the chief financial officer and have a man at hand who is efficient in finance. Nevertheless as chief executive of most of the organizations will be found one who is known for his underwriting or general insurance experience and ability. It is seldom, however, that a man who has been general agent is taken direct to the presidency.

Should Rely on Lessons of Experience

WITH the recent entry of a considerable number of new companies into the surety and fidelity bonding field, it is not amiss to call attention to the fact that the rates issued for both forms of coverage by the TOWNER RATING BUREAU of New York City allow no margin for loose underwriting. Instead they are predicated on the combined experience of companies long in the field, officered by men of proven ability, gained through years of training. While little complaint of rate-cutting is heard, and presumably practically none exists, reports are current that some of the newer entrants into the underwriting arena are accepting risks under conditions not compatible with experience. If such be the case, and the practice be indulged in at all extensively, the day of

The election of Mr. FETZER indicates that companies are giving greater recognition to business production and the intelligent handling of problems out on the firing line. In most of the home offices, and this is especially true with the casualty and surety companies, the agency or production man is an outstanding figure and is prominent in the organization. Owing to the long continued bear market many companies were able to increase their earnings in a phenomenal way by investments in stocks. Insurance men begun to feel that capable underwriters and those who have given their lives entirely to the study of insurance questions had been sidetracked.

Mr. FETZER as a personal salesman and as an organizer and developer of salesmen has been outstanding in his ability and achievements. Undoubtedly as time goes on with competition as keen as it is, the question of salesmanship and proper training of men selling insurance will be given more attention by the companies. The general public more and more is beginning to recognize the well equipped, intelligent salesman who is not an actuary or statistician, but who is acquainted with his contracts, can correctly analyze the needs of property owners and map out a program suitable for them. The sales idea in insurance will continue to grow.

reckoning for those following it is not distant.

Prospective bond purchasers have not been slow to recognize the keen rivalry for business that now exists in both the fidelity and the surety fields, and have taken advantage of it, often refusing to supply complete financial or other data upon which sound underwriting judgment could be based, and insisting instead that bonds be issued on such statements as the prospects care to furnish. Competition, we were told, "is the life of trade." It may be so under certain conditions and in particular lines of endeavor, but in the underwriting field it may easily prove the death of a company if indulged in without proper regard for recognized safeguards.

PERSONAL SIDE OF BUSINESS

J. G. Hubbell of Chicago, manager of the National Inspection Company, is returning to his home after having undergone an operation. He has been in the hospital for some time.

Western Manager John F. Stafford of the Sun has returned from a trip to the Rocky Mountain field. He is leaving for a few weeks at Babson Park, Fla., where his daughter resides.

Announcement is made this week of the engagement of L. Parsons Warren of Klee, Rogers, Loeb & Wolff to Miss Lois Nancy Galbreath of Chicago. Miss Galbreath formerly resided in Iowa and is a woman of many endowments. Mr. Warren is a son of the late W. S. Warren, for many years western manager of the Liverpool & London & Globe.

Mrs. Frank F. Holmes, wife of the well known Chicago agent, died Sunday after four days' illness. She is survived by Mr. Holmes and two sons. Mr. Holmes was the second secretary of the National Association of Insurance Agents.

Carl A. Henry, Pacific Coast manager of the Sun and one of the most prominent underwriters of that section, has long been president of the Owl Drug Company, operating since 1892, a chain of more than 100 drug stores on the coast and in principal cities as far east as Chicago, also three large manufacturing plants. Mr. Henry announced the sale of his company to Drug, Inc., the controlling company for Liggett's, United Drug Company and other important interests.

Harry Legg, associated with the Ware agency in Minneapolis, and star amateur golfer, died last week. He was 43 years old.

December last, marking the first anniversary of the assumption by Frank A. Gantert of the vice-presidency and general management of the Fidelity & Guaranty Fire of Baltimore, agents the country over signaled the occasion by sending in a choice volume of desirable business; attesting their esteem for the executive. A graduate from the field, he traveled Indiana as special agent for the North British & Mercantile for a number of years before being called to its head office as a divisional head. He resigned late in 1928 to assume the active direction of the then newly formed Fidelity & Guaranty Fire, Mr. Gantert knows full well the trials of the local men and is unceasing in his efforts to aid them.

J. Lester Parsons, president of the United States Fire, and underwriting head of the numerous other companies composing the Crum & Forster group, left for his winter home in Miami, Saturday, planning to spend six weeks enjoying the comforts of that attractive Florida city. While away from his office Mr. Parsons is kept constantly posted as to all important happenings in the insurance world.

M. S. Cremer, president of the Illinois Fire of Peoria, who is a director of the Commercial National Bank of that city, has been elected a director of the Home Savings & State Bank of Peoria. Emmet C. May, president of the Peoria Life, is a vice president of this bank. Walter E. May, agency vice-president of the Peoria Life, is a director.

John P. Lauber, president of the Central Fire of Baltimore and chairman of the board of the National Central Bank of that city, died last week at his home from heart trouble. He became secretary of the old German Fire of Baltimore, Jan. 1, 1903. Later its name was

changed to the Central Fire. He was elected vice-president and secretary, March 9, 1910. A year later he became president. Mr. Lauber very consistently and with all the force at his command opposed the movement started in 1925 to reduce rates. He believed that insurance was entitled to the rates being paid for its indemnity.

The Central Fire sustained a very heavy loss at the time of the Baltimore fire in 1904 and Mr. Lauber was responsible for pulling it out of difficulty, getting the organization reestablished and widening its operations. He was chairman of the board of the National Central Bank and a director of the Eutaw Savings Bank.

He would have reached his 60th birthday Jan. 10 and employees of the Central Fire had planned a surprise celebration for him at his office. Wednesday, however, what he believed to be a slight cold kept him at his home. It was the first day he had missed at the office for years, except during trips necessitated by business. A sudden turn for the worse was noted Thursday night, the fatal heart attack occurring about a half hour later.

Frank C. Hendricks of the firm of Hendricks & Son, Council Bluffs, Ia., and wife will sail from New York City Jan. 24 on the "Carinthian" for a Mediterranean cruise. They will be absent from Council Bluffs until May 1.

T. M. Baldwin, Jr., superintendent of insurance of the District of Columbia, was a recent guest of George H. Thigpen, Alabama superintendent. Among those who assisted in entertaining the distinguished visitor was Ben W. Lacy, president of the All-State Life. The resemblance between Mr. Baldwin and Mr. Lacy was so striking that a stenographer mistook Mr. Lacy for Mr. Baldwin and there was some confusion until the mistaken identity was adjusted.

The St. Louis insurance colony will be represented at the Pan-American golf tournament at Edgewater Park, Miss., Jan. 28 to Feb. 1 by Elliott Whitbread, Missouri state champion, and Jimmy Manion, former medalist of the national amateur tournament. Messrs. Whitbread and Manion, who are among the country's foremost golfers, are insurance brokers in St. Louis.

Mrs. A. J. Love, wife of the well known Omaha insurance man, who is president of the National Security Fire, was severely burned at a fire in her residence in the suburbs of Omaha last week. The explosion of an oil heater was the cause.

Western Manager S. H. Quackenbush of the Westchester this week was formally initiated into the Cook County Association of Concatenated & Conglomerated Grandfathers, the first degree being given by Thomas E. Gallagher, chairman of the board. This commotion and sudden elevation of Grandfather Quackenbush is due to the fact that a grandson, James Quackenbush Frost, appeared on the scene last Friday. The mother, by the way, Emma Quackenbush Frost, was formerly librarian for the Fire Underwriters Association of the Northwest in the Insurance Exchange at Chicago.

Henry G. Foard, secretary of the Home of New York and in charge of its southern department, was found dead in a locked room in the company's building. He was an able underwriter and held in high esteem by his associate officers. He was active in organization work, serving for some time as secretary of the Southern Tornado Association.

*Employer's funds are not safe in such hands!
Adequate Fidelity insurance protects employers
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NEW YORK

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DALLAS

MONTREAL

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

CLEVELAND ELEVATOR BURNS

Interesting Query on Sound Value of Old Structure Expected to Complicate Loss Adjustment

CLEVELAND, Jan. 15.—The old Cleveland Grain company elevator, located on Cleveland's industrial flats not far from Terminal Square, burned Jan. 10 with a loss estimated over \$1,000,000. The building, valued by the owners at \$450,000, was ten stories high and contained about \$600,000 of grain. Building and contents were fully covered by insurance, about \$227,000 on the building, including equipment, and approximately \$650,000 on the grain.

The elevator building was owned by the county, which recently purchased it to make way for a high level bridge. At the same time the county acquired the insurance policies, which are now claimed to be worthless because of state laws which prohibit county insurance.

The county had awarded the grain company \$420,000 in condemnation proceedings.

The elevator fire was the largest here in many months. Cause is not known, but overheated drier pipes are believed to have caused spontaneous combustion in the grain. The nearest hydrant was several hundred feet away. Over 24 companies responded to repeated alarms. A fire tug also rushed to the scene and assisted.

The building was built in 1897 and the dry timbers, covered by iron plates, burned rapidly. So great was the heat that water boiled in the slip leading to the docks and ice melted for hundreds of feet around.

The loss is being handled by the Western Adjustment. Because of the fact that the elevator was to be wrecked, it is probable that an important angle in settling the loss will be the actual sound value of the old structure at the time of the fire. The equipment is said to have been obsolete and the structure antiquated. For this reason it is probable that the many carriers on the risk will make a careful investigation, on the basis that the sale price to the county did not necessarily determine the insurance value.

CINCINNATI BOARD ELECTS DIRECTORS

The Cincinnati Fire Underwriters' Association has reelected the three directors whose terms expire this year: Eugene R. Buss, C. C. Rothier and J. Gano Wright. During 1929, under the presidency of William A. Earls, an increase in membership brings the total number in the organization to 87 agencies.

Among those elected to the membership in 1929 were James Barkdull, P. G. Schmogrow, Jonte Brothers, Isaacs & Bernstein and Albert Guethlein. These were in addition to the new memberships recently announced, those of Charles J. Dauner, the Frederick Schmidt Agency and the Wood Insurance Agency.

William Klappert and Arthur Clemens, both prominent in the affairs of the association and former presidents, died in 1929. It is expected that W. A. Earls will be reelected president when the governing board holds its organization meeting.

Fire destroyed a four-story building in which the M. D. Angel Clothing Company was housed at Huntington, W. Va., at a \$200,000 loss.

VETERAN AGENT HAS RETIRED

W. C. Myers of Wooster Completes 50 Years of Active Service in Insurance Field

William C. Myers of Wooster, O., one of the veteran local agents of Ohio, has retired from the W. C. Myers & Co. agency. His father, I. H. Myers, started the agency in 1870 and was one of the pioneers in the fire insurance business. W. C. Myers as a boy assisted his father in the office and, as was common in those days, "rode the circuit" with him, and followed through with the business until the date of his retirement, which completes 50 years of insurance activities. He has been a close student of the business, fair in his dealings with his clients and his companies, and the present successful agency is a monument to his untiring efforts. In early days he traveled as special agent for the Milwaukee Mechanics and the National of Cincinnati. Representatives of all the companies in the agency gave a luncheon in honor of his retirement and presented him with a comfortable armchair and a beautiful electric clock. The agency will carry on under the trade name of W. C. Myers & Co. with George W. Quinby, who has been a partner with Mr. Myers since 1912, and George E. Wertenberger who recently became associated with the agency, under a partnership arrangement.

Complete Ohio Code in July

The proposed new Ohio insurance code will be ready for presentation to the Ohio bar association in July and probably will be ready for the Ohio general assembly in January, 1931. W. E. Benoy of Columbus, chairman of the bar committee, announced following a session of the committee. The present code contains many conflicting and obsolete sections. A large number of fire and life insurance men have conferred with the committee from time to time.

Will Do Recording Work

H. H. Hughes, one of the farm special agents of the Aetna in Ohio, will give most of his time to the recording business. R. W. Bayliss, special agent, has been made state agent of the World Fire & Marine. Ralph H. Learn, who was special agent, has been appointed superintendent of agents in the western department. Mr. Bayliss was appointed to take charge of the World Fire & Marine to succeed Alwin E. Bulaw, who became state agent of the Southern Fire.

Opens Aviation Department

CLEVELAND, Jan. 15.—The Davis & Farley Company of Cleveland has added a new aviation department. H. K. Davis, manager of the department, is a licensed pilot, having had several months of flying experience. L. A. Walker, his assistant, is a former army and mail pilot, and has flown for a number of years. The agency has discontinued representation of the Tokio and has taken on the Stuyvesant.

Inspect Barborton Feb. 20

The Fire Prevention Association of Ohio will inspect Barborton, Feb. 20. R. A. Ellissen of Cleveland, Paul F. Brown of Columbus and Ira Hursh of Barborton are in charge.

Suit Is Dismissed

Walter R. Fogg, former Ohio field man and now a local agent at Columbus, became involved in damage suit brought by W. B. Matthews of Columbus, for-

mer federal dry agent. He sued three Columbus newspapers, a broadcasting company and three individuals aside from Mr. Fogg. Judge Scarlett dismissed the case last week. Mr. Fogg is recovering from an injury he sustained in December when he broke his right arm at the elbow, due to a sudden stop of a street car before he became seated.

Year's Loss at Niles

The 1929 fire loss in Niles, O., was \$30,110. Of this amount \$14,797 was on buildings and \$15,312 on contents. The value of the buildings was \$923,526 and the insurance \$490,544. Chief Swager has done a splendid piece of work in Niles and is entitled to much credit for his inspection service and his ability as a fire fighter.

Arson Convictions Increase

COLUMBUS, O., Jan. 15.—All Ohio records for convictions for arson were broken in 1929, according to Ray R. Gill, state fire marshal. The number, which was 53, was one larger than the total in 1928, but that year's record was the highest for the past ten years.

Ohio Notes

W. B. Watkins and his son Donald have taken over the agency of the John Ward Company, Citizens building, Cleveland.

The Cotter-Graney Insurance Agency of Cleveland has incorporated. The Insurance Service of Canton, O., has also been incorporated.

Allen C. Guy, manager of the Western Adjustment at Columbus, O., addressed the Rotary Club at Marion Tuesday on "The Fundamentals of Adjustment."

Ray R. Gill, state fire marshal, will address the Portage County Volunteer Firemen's Association at Kent, O., Jan. 21.

E. S. Jerome of Andover, O., has sold his fire insurance agency to L. S. Peck, but will retain the life, automobile and bonding part of the business.

In a recent reference to the marriage of Donald Tidrick it was stated that he was associated with the Western Adjustment. He is with the Underwriters Adjusting Company in Cleveland.

The Neale-Phypers Company of Cleveland will move from its present location on the fifth floor of the Euclid Square building to 1150 Chester avenue about March 1. The new location is more central.

The William Klappert Insurance Agency Company of Cincinnati has elected new officers. Earl W. Wagner is president; Hugh Klappert, vice-president, and Charles J. Drucker, secretary-treasurer.

A. G. Flickenger of Bucyrus, O., has sold his agency to H. A. Barth, who has been in the life and accident business in that city for some time. At Bloomville, O., the agency of the late C. A. Weidaw has been sold to H. K. Bremenderfer.

The building of the Eldred & Highgate Company, Elyria, O., was gutted

Joins Board



CHARLES J. DAUNER

Charles J. Dauner is the second among well known insurance agents in Cincinnati who have been outside the board to join the Cincinnati Fire Underwriters Association within the last few weeks. Mr. Dauner's agency was founded by his father, Charles J. Dauner. The senior Dauner was a solicitor in the office of A. W. Shell from 1884. He established his own office in 1900. The son, who is now operating the agency, joined his father 27 years ago, in January, 1903.

The Cincinnati Fire Underwriters Association recently changed its constitution to admit real estate firms as Class A members where they are operating insurance agencies and this resulted in the Frederick Schmidt Company agency becoming a member of the board with Charles Swift, manager of the insurance department, as its representative. It is expected that additional agencies in Cincinnati will soon join the association, making it one of the organizations most completely representative of the insurance business in the larger cities.

by fire but some of the stock was salvaged. The loss on stock as reported by the Underwriters Adjusting, amounted to approximately \$50,000 and on building, \$12,000. The building was not sprinklered and was of mill construction.

CENTRAL WESTERN STATES

"RED BOOK" PROVES HANDY

Michigan Association's Membership Chairman Employs "National Underwriter" Volume in Campaign

DETROIT, Jan. 15.—A new plan for recruiting that offers splendid possibilities has been worked out by Harold A. McMartin of the Wright, Hoyt Insurance Agency in Port Huron, who has been appointed chairman of the membership committee of the Michigan Association of Insurance Agents by President G. Leo Weadock of Saginaw. Using the names of agents listed in THE NATIONAL UNDERWRITER'S "Red Book," or field directory, he has listed all eligible agents in the state and has divided them into groups of ten each, all in a given locality.

A member in this district is given the names of the prospects and is expected to secure their affiliation, either by

means of personal calls, letters, telephone calls, or all three. Mr. McMartin, who is also a regional vice-president of the association, plans to keep close track of the campaign and direct it, as well as to aid members in signing up prospects.

Illinois Department Ruling

The Illinois insurance department has issued a ruling that where an Illinois company reinsures risks of an unauthorized company if the latter company is unauthorized both in Illinois and the state where the risk is situated, the Illinois company cannot take credit for losses paid.

Illinois Federation Meeting

A luncheon meeting of officers and directors of the Insurance Federation of Illinois will be held at the Union League Club in Chicago Jan. 23, at which John C. Lanphier, Jr., of Springfield, president, will be present. The

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

LOYALTY GROUP JANUARY 1, 1929, STATEMENTS

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President
ORGANIZED 1855

JOHN KAY, Vice-Pres't and Treas.
ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY OF NEWARK, N. J.

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$63,349,645.94*	\$19,562,549.89	\$16,000,000.00*	\$27,787,095.95*	\$43,787,095.95*

HENRY M. GRATZ, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1853

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

THE GIRARD F. & M. INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 6,036,606.06	\$ 2,834,467.72	\$ 1,000,000.00	\$ 2,202,138.34	\$ 3,202,138.34
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NEAL BASSETT, President
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1854

JOHN KAY, Vice-Pres't and Treasurer
ARCHIBALD KEMP, 2d Vice-Pres't

THE MECHANICS INSURANCE CO.

OF PHILADELPHIA, PA.

\$ 4,881,357.40	\$ 2,770,413.44	\$ 600,000.00	\$ 1,510,943.96	\$ 2,110,943.96
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NEAL BASSETT, President
A. H. HASSINGER, Vice-Pres't

WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1866

JOHN KAY, Vice-Pres't and Treasurer
ARCHIBALD KEMP, 2d Vice-Pres't

NATIONAL-BEN FRANKLIN FIRE INS. CO.

OF PITTSBURGH, PA.

\$ 5,021,040.43	\$ 2,502,743.59	\$ 1,000,000.00	\$ 1,518,296.84	\$ 2,518,296.84
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A. H. TRIMBLE, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1871

NEAL BASSETT, Vice-Pres't
ARCHIBALD KEMP, 2d Vice-Pres't

SUPERIOR FIRE INSURANCE CO.

OF PITTSBURGH, PA.

\$ 4,837,239.59	\$ 2,492,228.84	\$ 1,000,000.00	\$ 1,345,010.75	\$ 2,345,010.75
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W. E. WOLLAEGER, President
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1870

JOHN KAY, Vice-Pres.
ARCHIBALD KEMP, 2d Vice-Pres't

CONCORDIA FIRE INSURANCE CO.

OF MILWAUKEE, WIS.

\$ 5,359,804.52	\$ 2,486,092.08	\$ 1,000,000.00	\$ 1,873,712.44	\$ 2,873,712.44
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CHARLES L. JACKMAN, President
JOHN KAY, Vice-Pres't

A. H. HASSINGER, Vice-Pres't
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1886

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

CAPITAL FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 666,598.88	\$ 196.08	\$ 300,000.00	\$ 366,402.80	\$ 666,402.80
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CHARLES L. JACKMAN, President

ORGANIZED 1905

M. R. JACKMAN, Vice-President

UNDERWRITERS FIRE INSURANCE CO.

OF CONCORD, N. H.

\$ 175,689.24	\$ 000.00	\$ 100,000.00	\$ 75,689.24	\$ 175,689.24
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CHAS. H. YUNKER, President
A. H. HASSINGER, Vice-Pres't

NEAL BASSETT, Chairman of Board
WELLS T. BASSETT, Vice-Pres't
ORGANIZED 1852

JOHN KAY, Vice-Pres't
ARCHIBALD KEMP, 2d Vice-Pres't

MILWAUKEE MECHANICS INSURANCE CO.

OF MILWAUKEE, WIS.

\$12,792,945.35	\$ 7,243,098.89	\$ 2,000,000.00	\$ 3,549,846.46	\$ 5,549,846.46
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J. SCOFIELD ROWE, President
J. C. HEYER, Vice-Pres't
JOHN KAY, Vice-Pres't

NEAL BASSETT, Chairman of Board
E. J. DONEGAN, Vice-Pres't and Gen'l Counsel
E. J. DONEGAN, Vice-Pres't
WM. P. STANTON, Vice-Pres't
E. G. POTTER, 2nd Vice-Pres't
WELLS T. BASSETT, Vice-Pres't

METROPOLITAN CASUALTY INSURANCE CO.

OF NEW YORK, N. Y.

\$15,452,308.70	\$10,173,698.43	\$ 1,500,000.00	\$ 3,778,610.27	\$ 5,278,610.27
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C. W. FEIGENSPAN, President
WINTON C. GARRISON, Vice-Pres't and Treasurer

ORGANIZED 1909

W. VAN WINKLE, Vice-Pres't and Gen. Mgr.
E. C. FEIGENSPAN, Vice-Pres't

COMMERCIAL CASUALTY INSURANCE CO.

OF NEWARK, N. J.

\$14,975,568.30	\$ 9,975,568.30	\$ 2,500,000.00	\$ 2,500,000.00	\$ 5,000,000.00
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TOTAL OF ASSETS

\$133,548,804.31**

TOTAL OF LIABILITIES

\$60,041,057.26

TOTAL NET PREMIUMS

\$50,467,137.06

WESTERN DEPARTMENT

844 Rush Street

Chicago, Illinois

H. A. CLARK, Manager

H. R. M. SMITH

JAMES SMITH FRED W. SULLIVAN
Assistant Managers

EASTERN DEPARTMENT

10 Park Place

Newark, New Jersey

CANADIAN DEPARTMENT

461-467 Bay Street

Toronto, Canada

MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT

60 Sansome Street

San Francisco, California

W. W. & E. G. POTTER,
Managers

JOHN R. COONEY
Assistant Manager

*As of April 6, 1929. **Includes stock holdings in other insurance companies on capital and surplus basis.

REPUBLIC

AUTOMOBILE INSURANCE CO.

HOME OFFICE DETROIT, MICHIGAN

"Why don't you tell agents that, in your ads?" an agent asked me the other day. "I wish I could," I replied, "But for one thing I haven't quite space enough. I'll be glad to call on you and tell you however."

The Republic Special

An "Exclusive
Automobile Writing Company"

Chicago Office
A 1915 Insurance Exchange Bldg.

TERRITORY
OPEN in

Ohio
Illinois
Indiana
Michigan



GEO. M. EASLEY

HAL V. HAYS

GEO. M. EASLEY AND COMPANY

GENERAL AGENTS—DALLAS

"HE PROFITS MOST WHO SERVES BEST"

Boston Ins. Co.
Pittsburgh Underwriters
Patriotic Insurance Company
Federal Ins. Co. of Jersey City
Globe Indemnity Co. New York
Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

W. H. KUHLMAN, President

WM. F. KRAMER, Secretary

Organized 1865

The RELIABLE FIRE INSURANCE COMPANY

DAYTON, OHIO

Surplus to Policyholders \$1,039,042.00

An independent Ohio Company with a record of more than 60 years of honorable dealing with Agents and Assureds

federation will discuss plans for the annual meeting to be held some time in February. The date and place have not been decided. Another subject of discussion will be the educational program being conducted by the federation in cooperation with schools and colleges, in which the organization provides speakers and lecturers on insurance topics.

Illinois Licenses for 1929

In 1929 there were 24 fire companies licensed in Illinois that had not been doing business in the state before. Most of these were new companies. There were three mutuals licensed and two reciprocals.

Illinois Association to Meet

J. M. Newberger of Chicago, chairman of the board of directors of the Illinois Association of Insurance Agents, has called a meeting of members for Jan. 31 in Chicago.

Company Offers Apology

DETROIT, Jan. 15.—The Detroit office of a British fire insurance company having a New York headquarters for American business recently sent out a form letter to Michigan agencies inviting them to place some of their business with that company on a "survey" basis. A survey blank was inclosed. This move was brought to the attention of the governing committee of the Michigan Association of Insurance Agents, which frowned upon the move. The Detroit office stated that the letter was supposed to have been sent only to "survey" agencies, those who simply fill out a questionnaire as to the risk, seldom maintain an office and usually do not offer service to the assured. The broadcasting of the letters and survey blanks to policy-writing agencies was a regrettable error, the office stated.

Rock Island Board Elects

ROCK ISLAND, ILL., Jan. 15.—Morris D. Cook was elected president of the Rock Island Board at its annual meeting. Charles J. Montgomery was elected vice-president; Miss Alice Meehan, secretary-treasurer, and Oscar Ohlweiler, J. A. Moran, R. C. Mitchell, Raymond R. Walker and Frank J. Budelier, retiring president, directors. J. D. LaTeer, state agent of the Agricultural, was a guest at the meeting.

Fire College Plans Progress

INDIANAPOLIS, Jan. 15.—Progress is being made toward the establishment of an Indiana fire college to be located in Indianapolis, where firemen throughout the state can be trained in fire fighting. The idea is being sponsored by the insurance committee of the Indianapolis chamber of commerce, of which C. O. Bray is chairman.

Rules on Township Mutuals

In response to an inquiry from George Huskinson, Illinois insurance superintendent, Attorney-General O. E. Carlsstrom rules farmers' township mutuals may insure automobiles against fire loss, but with restriction they will not be liable for loss if it occurs at a distance more than 25 miles from the territory of the company. The ruling is based on Section 8 of an act revising the law in relation to township carriers, approved March 24, 1874. "It would seem to be incumbent upon the insurance company to notify its policyholders of this feature either by stipulating to such an agreement in its application or by specific provision thereof in its policy," the attorney-general advises.

Quincy Board Elects

The following officers were elected at the annual meeting of the Quincy (Ill.) Board of Fire Underwriters: President, G. F. Bartelt; vice-president, Cully Winters, and secretary-treasurer, V. G. Musselman. The new executive committee consists of Joe McCrory, Cully Winters, Harry Hofer, Frank Miller, G. F. Bartelt, Ted Koelsch and V. G. Musselman.

It was unanimously decided to offer a gold medal to firemen of the Quincy fire department who prove of the greatest value in aiding fire prevention, or to the department during the year. C. F. Eichenhauer, managing editor of the Quincy

"Herald-Whig"; George Gabriel, general manager Halbach-Schroeder Company, and fire chief of Quincy were appointed a committee of three to make the award.

Michigan Notes

Fire loss estimated at \$150,000 was sustained when the Superior Felt Products Company plant in Grand Blanc, Mich., burned.

Incorporation papers have been filed for the Louis G. Palmer Service Corporation of Detroit. Incorporators are Louis G. Palmer, Willis H. Hall and Arthur P. William, all of Detroit.

An increase in the salaries of Detroit's firemen is provided for in the budget of the Detroit fire commission, which has just been filed with the city controller. The budget calls for the expenditure of \$6,755,184 during the fiscal year of 1930, as compared with \$6,552,416 for last year.

Fire which leveled a business block at Pigeon, Mich., took a toll of approximately \$35,000, according to estimates of property owners. The building, a one-story structure, owned by Frederick Brueck, contained a shoe store, a bank, a grocery and a cream station. Damage to the building alone was placed at \$10,000.

Indiana Notes

At Evansville, Ind., last year the total loss on buildings and contents was \$148,737. The insurance involved was \$1,262,973. There were 26 fireproof buildings involved.

E. A. Wilkinson, who recently sold his insurance agency at Boonville, Ind., to the First National Bank of that city, is in a serious condition in a hospital in Evansville, Ind.

Charles H. Taylor, member of the firm of Taylor & Harpole, Boonville, Ind., was elected president of the Indiana Association of County & District Fairs at a meeting at Indianapolis. Mr. Taylor has been president of the Boonville fair for many years.

E. L. McKew has assumed charge of the insurance department of the Indiana Bank & Trust Company at Evansville, Ind. The agency was established many years ago by A. C. Richardt, the president of the bank, under the name of the Richardt Insurance Company.

Illinois Notes

Five members of the Harvey, Ill., fire department, including Fire Chief Charles Madsen, were injured or overcome by smoke in fighting a fire which swept two stores and a two-story office building Jan. 12. The loss was \$50,000.

Fire which started in a confectionery in Westville, Ill., Jan. 12 for a time threatened the entire business district of the town. Frozen fire plugs handicapped the firemen and it was necessary to call fire apparatus from Danville, Georgetown and Hegler to obtain sufficient hose to pump water from plugs that were not frozen. The total loss was about \$25,000.

News of States in the Northwest

GET \$550,000 SCHOOL LINE

Fourteen Agencies of Beaver Falls, Wis., Profit Under New Plan of Carrying Fire and Tornado

BEAVER DAM, WIS., Jan. 15.—A new plan of fire and tornado insurance on buildings in the public school system here has been arranged so that buildings and contents are insured for a five-year period, one-fifth to become due and to be rewritten each year. Insurance has been written on six school buildings amounting to \$349,900 replacing the \$233,000 insurance in force. The new business has been placed among 14 local agencies, giving each agency \$20,000 of fire insurance and \$15,000 tornado insurance, with the exception of the one agency which was given a smaller portion of the fire and tornado cover since it carried boiler insurance on the buildings.

The committee handling the insurance coverage plan for the Beaver Dam board of education requested all agencies to write the insurance on the school build-

ings with stock companies. Additional protection of \$142,500 fire insurance, and \$174,200 tornado insurance is given in the 1930 insurance schedules.

Working Among Farmers

Some Wisconsin agents have been communicating with field men asking for information concerning a so-called inspection bureau with state headquarters at Fond Du Lac and with national headquarters at St. Louis. It is stated that the bureau professes to inspect farm buildings for fire hazards with the particular object in view of testing lightning rods. A resident of Fond Du Lac is said to have a patent pending on a lightning rod and point connection. One of the purposes of the bureau, it seems, is to market this product. After a report is made it is stated a follow-up on the case is made with the suggestion that the new connections be used.

New Officers for Madison Board

MADISON, WIS., Jan. 15.—R. J. Neckerman of the Neckerman agency has been reelected president of the Madison Board at its annual meeting. Other officers elected were: R. C. Nicodemus, Jr., of the Nicodemus Insurance Agency, vice-president; Walter F. Schar, secretary-treasurer; directors: Harry Koss, Roy Marks, Arthur Schulkamp and J. M. O'Malley.

Committee chairman appointed by Mr. Neckerman include Reid Bergh, program and education; Theodore Herfurth, fire prevention; Arthur Schulkamp, legislative; Osmon Fox, grievance; George Leonhard, broker, and Harry Koss, publicity.

North Dakota State Fund Report

The North Dakota state fire and tornado fund ended 1929 with \$339,476 profit, it is announced by Commissioner S. A. Olsness. Gross income was \$509,655 and expenses \$170,178. It is estimated the fund's total assets, with all liabilities accounted for, are in excess of \$1,363,290. The fund collected \$483,790 in premiums last year and \$25,865 interest on bank balance.

It was the biggest year in the fund's history, due to the fact that policies were written and premiums collected for a two-year period on most of the \$30,000,000 of public property insured. The \$17,366 loss was the smallest since 1921 and the loss ratio was the lowest in the fund's history.

Bankruptcy Case Against Reciprocal

ST. PAUL, Jan. 15.—Involuntary petition in bankruptcy has been filed against the Minnesota Insurance Underwriters of Minneapolis. Assets are given at \$40,000 and liabilities as less than \$7,000. The reciprocal's Minnesota license was revoked some time ago.

Deliver Fire Fighting Trucks

MILWAUKEE, Jan. 15.—A major step in enlarging the forest fire fighting organization of Wisconsin has been taken by the state with the purchase of 10 new 1½-ton trucks which have just been delivered to various forestry headquarters in the northern part of the state.

Mutual Raises Creamery Rates

MARSHFIELD, WIS., Jan. 15.—Assessments on cheese factories and cooperative creameries were raised at the annual meeting of the McMillan Grange Mutual Fire here, because those industries are considered more hazardous risks than the other properties in their class. The new rate on cheese factories and cooperative creameries is five mills to every one mill on farm or first class property. The old rate was two mills for every one mill for farm property.

Building Code Is Strict

MILWAUKEE, Jan. 15.—Little opposition to the proposed new ordinance of the building code regulating construction of storage garages in connection with office buildings and apartments was heard at a public hearing here. Specifications requiring installation of sprinklers in garages of this type were criticized, but the code committee held that sprinklers were necessary for fire

protection. Under the proposed ordinance a garage must be fireproof if it is more than 20 feet, or one story, high, and buildings which are used in part for automobile storage must have the storage section separated from other parts by fire walls, floors and ceilings.

Association President Active

MILWAUKEE, Jan. 15.—Alvin W. Fox, president of the Wisconsin Association of Insurance Agents, and member of the firm of Fox & MacNichol at Oshkosh, Wis., is very active in following up new members for the organization. Mr. Fox now has a record of 45 new members whom he has secured personally since the membership drive started in August. He has been invited to address a meeting of the Fond du Lac board Jan. 16.

Blue Goose Meets at Aberdeen

The mid-winter splash of the Dakota Blue Goose will be held at Aberdeen, S. D., Jan. 23. The meeting is expected to be an especially important one, as arrangements will be made for the grand nest meeting, which is to be held in South Dakota in 1930.

Mitchell Heads Mutuals

Arthur Mitchell of Mankato has been elected president of the Minnesota Association of Farmers Mutual Insurance Companies. Other officers named were Frank Frisch of Minnetonka, vice-president; A. E. Anderson, Cottonwood, secretary, and John B. Thompson, Carlton, treasurer.

Spink Named Vice-President

MILWAUKEE, Jan. 15.—E. O. Spink, Home special agent in Wisconsin, was named vice-president of the Wisconsin State Fire Prevention Association at the executive committee's meeting here last week. He succeeds Walter W. Sukow, formerly manager for the Travelers Fire in Wisconsin, who is transferred to Iowa.

The inspection of Appleton scheduled for Jan. 29 has been postponed until March. Madison will be inspected Feb. 26-27, Monroe in April, and Menomonie in May.

Roy L. Nicholson, Michigan Fire & Marine, and Clarence James, Aetna, secretary of the association, were appointed press representatives to give out information on inspections.

Milwaukee Board Meets

MILWAUKEE, Jan. 15.—Several new members were elected to the Milwaukee Board at its monthly dinner meeting. Arrangements for the dinner meeting were in charge of Otto Braun, J. C. Brown of Dick & Reuteman, and John N. Brushingham, Travelers manager.

The last of the dinner meetings will be the meeting Feb. 12. After this the board will resume its regular afternoon meetings.

Northwestern Notes

A. B. Hager, local agent at Mitchell, S. D., died recently. Mr. Hager was one of the pioneer insurance men of the state and had been in the insurance business for 38 years. His son, Arthur Hager, has been associated in the insurance business with his father.

The Klein & Son agency, La Crosse, Wis., has taken on representation for the Hartford Fire and Arthur C. Klein of the agency has been appointed county manager for the company. The Klein agency is general agent at La Crosse for the Hartford Accident.

Read "What to Know About Automobile Insurance," by F. W. Doremus. Price, \$1.50. Order from The National Underwriter.

QUIK-LOK
Collapsible STORAGE FILE



For the economical storage of inactive records. Automatic lock, steel reinforcement, dust proof, durable. 86 sizes. Save 90 per cent on your filing costs. Insist on seeing QUIK-LOKS before buying. Write today. KAY-DEE CO., 3618-3644 So. 36th St., Lincoln, Nebraska.



Part of this Shipment is **YOURS!**

No matter what the value of the goods shipped by truck, part of the shipment belongs to the insurance agents—in the form of commissions on truck transit policies.

The truckman or shipper who evades this penalty does so at the risk of paying a far greater one—the total value of all the goods on the truck. Collisions—fire—upsets—collapsed bridges; anything can happen on the highway!

Go after your share of truck transit business. McGee will equip you with a liberal Annual Transit policy which gives full protection to merchandise and can be written either for truckmen or owners of the goods. A cover that is in season twelve months of the year, and especially so during the snow-and-sleet period. Ask for Motor Truck Application Forms.

The Motor Truck Annual Transit policy is just one of the more than fifty unusual coverages offered by McGee & Company through local agents. It will pay you to find out about them.

Send for Complete Booklet Describing All Coverages Offered
IF YOU DON'T KNOW WHERE TO PLACE IT

ask McGEE

MARINE—AVIATION—ALL RISKS

WM. H. McGEE & CO., Inc.

E. D. LAWSON
Vice-President and Western Manager
Insurance Exchange Chicago

HEAD OFFICE
McGee Building
11 S. William St., New York

F. R. Ormsby, President

H. Edward Bilkey, Secy.

C. J. Kepler, Treas. and Asst. Secy.

Industrial Fire Insurance Co.

Akron, Ohio

January 1, 1929

Capital \$500,000

Surplus to Policyholders Over \$1,000,000

Total Admitted Assets \$1,900,000

An Ohio Company Writing Fire, Windstorm and Automobile Insurance. Why Not Represent an Ohio Company?

AGENTS WANTED

INTER-OCEAN REINSURANCE COMPANY

CEDAR RAPIDS, IOWA

Portfolios Solicited

Reinsurance Treaties
Fire, Tornado and
Automobile

ORIENT INSURANCE COMPANY

of Hartford, Connecticut

For fifty-seven years writing

FIRE RIOT
TORNADO EXPLOSION
EARTHQUAKE AUTOMOBILE
INLAND MARINE

GILBERT KINGAN, Pres.

20-22 Trinity St.

Hartford, Connecticut

Western Dept.
CHARLES E. DOX
Manager
223 West Jackson Blvd.
CHICAGO

Pacific Dept.
Wm. W. GILMORE
Manager
332 Pine St.
SAN FRANCISCO

IN THE MISSOURI VALLEY

MANAGERS TO GO TO TOPEKA

Possibility of Compromise of Rate Suit
on Lines Suggested by Agents'
Association

TOPEKA, KAN., Jan. 15.—The managers of the fire insurance companies involved in the Kansas fire rate litigation are coming to Topeka Feb. 7 to discuss the possibilities of a compromise of the long lawsuit with state officials at the invitation of the Kansas Association of Insurance Agents.

State officials are not certain as to whether or not they can meet the insurance men at the time set as they suggested either Jan. 18 or 31 as the best date and did not want to push the date over into February because of the possibility of a special session of the legislature during that month. It appears, however, that the insurance men could not come to Topeka earlier than the first week of February. If there is a special session the conference probably will be postponed until March.

ST. LOUIS BOARD TO HOLD ANNUAL MEETING NEXT WEEK

The Fire Underwriters Association of St. Louis, Mo., at its annual meeting Jan. 21 will vote on several amendments to its constitution and by-laws proposed by the executive committee.

One amendment will permit solicitors who become either Class 1, 2 or 3 members to transfer to such classification by merely paying the difference in entrance fees and dues. At present a solicitor who changes to the other classifications must pay an entirely new fee.

It is also proposed to permit the holding of meetings at the call of the president or upon the written request of five Class 1 members or the executive committee. Another change would give individuals, firms or corporations acting as agents in the mortgage loan business the status of real estate agents.

President Joseph F. Hickey has been nominated for reelection. Other nominations are: Vice-President, L. E. Bright; secretary, Glynn B. Chipley; treasurer, Chris J. Kehoe; executive committee: C. H. Morrill, A. L. McCormack; W. D. Hemenway, Jr., and John H. Eggert.

Gets Continental Fob

J. J. Rathbun, Sigourney, Ia., has received a "long service" gold watch fob from the Continental in recognition of Mr. Rathbun's 25 years with the company.

Blue Goose Hears Historical Talk

DES MOINES, Jan. 15.—At the Blue Goose luncheon Monday noon A. M. Upham presided and called on F. D. Carr to introduce Edgar Harlan, curator of the state historical department, who delivered an address on the early beginnings of this country. The large attendance evidenced unusual interest in the luncheon idea. The committee in charge of the annual dinner and ball Saturday night reported a large attendance and a most enjoyable time, despite the inclemency of the weather.

McEniry Heads Des Moines Board

The Des Moines Board elected Dan McEniry president at its annual meeting. Other new officers are: A. J. Veran and C. G. Sweeney, first and second vice-presidents, and Henry Howell, secretary-treasurer.

Seek Muldaur as Speaker

WICHITA, KAN., Jan. 15.—Plans are being made by the fire prevention committee of the chamber of commerce to bring George B. Muldaur, general agent of the Underwriters Laboratories, to Wichita to speak next month.

Harry K. "Smoky" Rogers, of the fire

prevention department of the Western Actuarial Bureau will spend a week in Wichita early in February in doing fire prevention work.

It is expected that Mr. Muldaur will also speak in Topeka and Kansas City.

Iowa Mutual Changes Name

DES MOINES, Jan. 15.—The Town Mutual Dwelling House Insurance Association at its annual meeting here changed its name to the Town Mutual Dwelling Insurance Company. Under new articles of incorporation the association now becomes a stipulated premium mutual company. B. Rees Jones, secretary and manager, reported a gain of \$24,000,000 for 1929.

Missouri Notes

A luncheon meeting is being held by Associated Fire Insurance Agents & Brokers of St. Louis, Mo., this week. The constitution and by-laws of the organization are being revised.

William T. Greenville of the Plowman & Greenville agency, Hannibal, Mo., died at a hospital there of infected tonsils after a week's illness. Mr. Greenville was well known in insurance circles.

Nebraska Notes

J. A. Williams, for more than 25 years an insurance agent at Hebron and well known in Nebraska insurance circles, died at his home Jan. 11. He was 78 years of age.

Fire of unknown origin at Newman Grove, Neb., destroyed the Gutru block, in which the Binstein & Belgrade Clothing Company was housed, and damaged adjoining buildings containing Olson hardware store and Woolworth Company. Loss estimated at \$23,000.

The \$50,000 suburban home of A. J. Love, well known insurance man of Omaha, was almost completely destroyed by a fire. The mansion was one of the show places of the city. Explosion of an oil burner was given as the cause. Mr. Love says the loss is almost completely covered by insurance.

E. A. Irwin, an agent for the First American at Pierson, Ia., has been notified that he was again high man for the total amount of insurance written by any agency in Iowa in 1929. Mr. Irwin received this distinction last year.

News of States in the Southwest

JALONICK GIVES HIS VIEW

President of the Republic Declares Solution of Commission Question Is Not Yet Near

President I. Jalonick of the Republic of Dallas in a letter to agents states that the Texas commission problem through court procedure apparently is no nearer solution now than it was seven months ago. From the present outlook, Mr. Jalonick says the probabilities are that it will not be settled for a number of years. This, he said, is very unsatisfactory. He says further:

"We have not conferred with any company or committee, believing that an early, quick and definite settlement of this vexing problem can be had if the agents of Texas, who are vitally interested, will call on their respective representatives and senators and urge them to request Governor Moody (and they do likewise) to include the fixing of commissions by the legislature in his call for a special session Jan. 20. Explain to your representatives the commission difficulties in Texas so they will have an intelligent knowledge of the situation when they go to Austin. With your endorsement and support, there is very little doubt that the legislature will pass a law that will settle the commission problem for all time to come. In our judgment, a 25 percent maximum commission (giving the companies and

agents the privilege of agreeing on any rate of commission, provided it does not exceed 25 percent) is an equitable and fair plan of compensation. We will assist you in securing the passage of a bill that will establish that basis of commission."

RATE REVISIONS PROTESTED

Company Men at Hearing Held by Texas Board Object to Sweeping Changes

AUSTIN, TEX., Jan. 15.—Many of the revisions of fire insurance rates ordered effective Nov. 20 by the state fire insurance department were subjected to criticism by more than 100 company representatives at a public hearing here.

Rates on many forms of structures, both business and dwellings, were increased and decreased in the sweeping revisions. Company representatives appearing before the board Friday declared that the revisions were wrong and petitioned for drastic changes, in many instances restoring the former rates.

Included in the revised rates on which protests were registered were the 25 percent reduction on fireproof buildings, sprinklered buildings and contents, the 100 percent increase on garment factories and hay warehouses and the 40 percent increase on wood working plants. An increase of 10 percent on wholesale grocery stocks was protested by a wholesale grocery representative.

An entirely new schedule on petroleum properties was submitted to the board for consideration, under which a general reduction in rates would be effected. Representatives of the companies said experience on this class justifies a reduction.

Decision by the board on all questions submitted was postponed.

The hearing was brought about mainly through the protests of ten Texas companies and general agencies, including Cravens, Dargan & Co., the Security National, Fidelity American, Beers, Kenison & Co., American General, National Standard, Western National, Floyd West & Co., Trinity Fire and Industrial Fire.

Ruling on Handling Securities

The Texas state treasurer can not lawfully receive without a deposit receipt from the state comptroller any securities from insurance companies, and cannot relinquish any securities except upon order of the comptroller. Moore Lynn, state auditor, announced the ruling with the statement that many millions of bonds and other securities are received by the treasurer each year without proper authority, and are returned to their owners without order.

Spilman Is General Agent

Leslie G. Spilman of Amarillo, Tex., will represent the Republic Fire of Pittsburgh as general agent in the Lone Star state following the company's entrance there recently. The Republic is a Corroon & Reynolds company.

Texas Department Promotions

AUSTIN, TEX., Jan. 15.—Promotions in the Texas fire insurance department have been made by Commissioner J. W. DeWeese to fill vacancies caused by the transfer of Jess D. Carter, former chief actuary and office manager, to deputy life insurance commissioner.

Kingston Pickford, chief rater, who has been with the fire department since its inauguration, is promoted to chief actuary and office manager; Tom Henderson, now oil rater, to chief rater; Denis Dupriest, formerly chief field rate man, to chief oil rater, and W. H. Cullem, formerly assistant chief rater, to chief rate field man.

New Rate Books for San Antonio

AUSTIN, TEX., Jan. 15.—San Antonio received this week the largest shipment of rate books ever sent out from the Texas fire insurance department to one

town with the issuance of 4,200 rate books containing 50,000 rate files, showing individual risks.

Ten months were required to make the inspections in San Antonio, complete computations and have the books printed.

Blue Goose Meets in Mexico

The San Antonio puddle of the Blue Goose announces its tenth annual mid-winter party will be held at Nuevo Laredo, Mexico, Jan. 24. The committee in charge includes Henry E. Burke, Al Deviney, Newt G. Walraven and Eugene Branshaw.

Name Standing Committees

Standing committees have been announced by Ancel Earp, newly elected president of the Associated Fire & Casualty Underwriters of Oklahoma City. John Wells heads the program committee, and T. Dana Roberts the membership committee.

Postpone Oklahoma Inspections

OKLAHOMA, CITY, Jan. 15.—Because of unfavorable weather conditions the inspection and fire prevention demonstrations scheduled for Sand Springs and Calumet have been postponed indefinitely.

Arkansas Losses Decrease

LITTLE ROCK, Jan. 15.—Property fire loss in Arkansas during 1929 showed nearly \$500,000 decrease under 1928, the total being \$5,946,428, according to the annual report of the Arkansas Fire Prevention Bureau.

Seek Reports from Schools

AUSTIN, TEX., Jan. 15.—Superintendents of public schools in the 565 cities and towns of Texas receiving a decrease of 3 percent in the key rate for teaching fire prevention in the schools, have been mailed blanks for reporting to the Texas fire insurance department a record of the work for the first semester of this year.

Through these reports the department will be able to ascertain if the work is up to the standard required for a 3 percent reduction.

Send Suggestions to Fire Marshals

AUSTIN, TEX., Jan. 15.—Six major suggestions were outlined by J. W. DeWeese, fire insurance commissioner, in a notice mailed out to the 435 fire marshals in Texas urging increased activity in 1930 in the prevention of fires.

Special emphasis was laid by the commissioner on guarding against and eliminating fires of incendiary origin, urging rigid prosecution of those who burn property for "profit."

Wortham Interests Move

HOUSTON, TEX., Jan. 15.—The John L. Wortham & Son agency and the American General have moved from the Bankers Mortgage building to the Rusk building, where they will occupy practically the entire seventh floor.

The Wortham & Son agency was started in 1915. The members of that firm, together with some of Houston's business men, organized the American General three years ago with a \$200,000 capital. It now has \$1,000,000 capital.

Graham Heads Enid Board

The Enid, Okla., board held its annual meeting recently and elected the following officers: President, Claud A. Graham, Graham & Milligan; vice-president, Chas. P. Cansler, and secretary-treasurer, Sam R. Warhurst.

Security National Moves

The Security National Fire of Galveston is now domiciled in new quarters, having recently moved into the new addition to the American National Life building.

Assured Becomes Conscience Stricken

Cravens, Dargan & Co. of Houston, 15 years ago paid a claim through their farm department to an assured living in west Texas, the amount being \$325. The firm has just received a check for that amount from this farmer saying that he has saved a little year by year so that finally he could pay the whole amount back and ease his conscience. He said



JEWELRY INSURANCE

JEWELRY Insured against Loss of Any Kind.. Any Time.. Any Where Coverage is "All Risks in All Situations"

A. F. SHAW & CO., INC.

75 Maiden Lane
New York City

Insurance Exchange
Chicago, Ill.

General Agents— "All Risks" Department
Saint Paul Fire & Marine Insurance Co.

INCORPORATED 1914.
Security Insurance Company
OF NEW HAVEN, CONNECTICUT
CASH CAPITAL, \$2,000,000.00

FIRE TORNADO HAIL EXPLOSION AUTOMOBILE
PARCEL POST SPRINKLER LEAKAGE USE AND OCCUPANCY
RIOT AND CIVIL COMMOTION FUR AND JEWELRY FLOATERS
COMPLETE MARINE COVERAGE

East and West Insurance Company of New Haven

CASH CAPITAL, \$1,000,000.00

OWNED AND MANAGED BY "Security"

WESTERN DEPARTMENT: ROCKFORD, ILL.

Re-Insurance Corporation of America

Treaty and Facultative Fire Reinsurance

Total Assets Jan. 1st, 1929, \$2,154,292.71

Horace R. Wemple, President
60 John St., New York

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CHICAGO OFFICE ATLANTA OFFICE SAN FRANCISCO OFFICE
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STATE OF PENNSYLVANIA
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Fire—Lightning	Windstorm
Tourist Baggage	Automobile
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Use & Occupancy	Rent Insurance

Acquire

THE OLD "STATE OF PENN"

that the claim made was a false one. He has continued his insurance with this firm and has not had a loss, either false or true, since his original claim.

T. M. Fuller in New Post

T. M. Fuller, for several years state agent for the Retailers Fire and prior to that with the Mississippi Fire, is now with Floyd West & Co., general agents at Dallas. He will travel the gulf coast states, maintaining headquarters at Houston.

Insurance Women Hold Election

OKLAHOMA CITY, Jan. 15.—Vera Harper was re-elected president of the Insurance Women's Association of Oklahoma City at its last meeting. Miss Harper is office manager for the Oklahoma Audit Bureau. Helen Chrisman, Travelers, was named first vice-president; Lillie Belle Kinnaman of Gardner-Clarke-Sullivan Company, second vice-president; Mary Bero, Aetna Fire, secretary-treasurer, and Ruby Worley of Braniff Insurance Agency, treasurer. Caroline M. Cole was made official reporter.

Texas Notes

The key rate at Vernon, Tex., has been reduced from 29 to 24 cents because of the installation of a 500,000-gallon capacity storage tank.

The industries along the Houston, Tex., waterfront have been granted a 10 percent reduction in fire insurance

rates because of the construction of a wharf for the city's fire boat.

The Texas Blue Goose held a business meeting and entertainment following a luncheon in Dallas Jan. 13.

Oklahoma Notes

Charles Scruggs and Ernest Davis, formerly connected with the Wylie Hall agency at Oklahoma City, have opened their own agency.

A. J. Makins of New York, assistant United States manager of the Commercial Union, was in Oklahoma last week for a conference with H. E. Pate, state agent.

Reuben G. Lewis has retired from Burkett-Lewis Agency in Oklahoma City to become associated with the forger bond department of the National Surety. Arthur Burkett, his partner, will continue the agency as sole owner.

Arkansas Notes

Roy Williams, Henry Walker and Bert Watson of Fayetteville, Ark., have purchased the Williams-Rogers Agency and the Watson Insurance Agency and are consolidating the two into a new agency to be called Security Fire Insurance Agency, which is being incorporated.

Kenneth L. Harris, formerly of Malvern, Ark., and for several years associated with the Citizens Building & Loan Company of Little Rock, has become owner of the Malvern Insurance Agency, established in 1925 by the late Dr. C. F. Bridewell and Miss Hallie Dever. At the death of the former, Miss Dever purchased the interest of Dr. Bridewell and has conducted the business since that time.

IN THE SOUTHERN STATES

HOLD POLICY IS NOT VOIDED

Agent Through Neglect Failed to Attach a Chattel Mortgage Clause on Assured's Request

In Greenwood Market vs. North America, district court, western district South Carolina, 34 Fed (2d) 53, the defendant issued a policy covering merchandise, store furniture and fixtures.

While the policy was in force, plaintiff executed a chattel mortgage on the property. Plaintiff gave defendant's agent notice, and requested that he attach a loss payable clause to the bank. The agent had authority to do this and promised that he would do it.

However, through inadvertence the agent neglected to attach a loss payable clause. A loss occurred, and the defendant denied liability on the ground that the mortgage voided the policy, since it had no record of the incumbrance.

Did Not Transcend Authority

Plaintiff filed suit and recovered judgment in the lower court. On appeal the higher court in reviewing the record denied a new trial. It said:

"[The agent's] agreement to attach the rider did not transcend his authority. He had full, unquestionable, and exclusive authority on behalf of the company to save the policy from forfeiture by fulfilling his agreement, and it was never within his intention or understanding that the policy was or should be forfeited.

"He gave no notice of his inadvertent neglect, and there was no offer to return what in case of cancellation would have been unearned premium. To allow a forfeiture in such case would not only result in great injustice, but would be in conflict with the basic principles of equitable relief and of the attitude of courts generally toward forfeitures."

Continue as Individuals

In dissolving their law partnership at Little Rock, Ark., Bruce Bullion and M. J. Harrison will each continue his independent practice. Both men are widely known, giving a large part of their attention to legal and departmental

work. They were formerly Arkansas insurance commissioners.

Fire Casualties Cripple Department

LOUISVILLE, Jan. 15—Casualties were so heavy in the Louisville fire department in fighting the \$275,000 lumber fire in the Mengel Company yards last week that the department was short-handed the rest of the week. All off-duty time was removed and sound men stayed at the fire houses. Thirty-six men were forced on the off-duty list by injuries, burns and inflamed eyes.

Chief Adams said it was the toughest fire to handle that Louisville has experienced in 20 years.

Propose Zone Plan in Kentucky

LOUISVILLE, Jan. 15—A zone plan of fire insurance rating will be included, it is understood, in a bill to be offered before the present legislative session in Kentucky. Under this bill it is proposed to divide the state into several sections and establish rates based on experience.

Postpone Kentucky Membership Drive

The Kentucky Association of Insurance Agents has postponed a proposed winter membership campaign until after the legislature adjourns in the spring.

Organize America Fore Club

LOUISVILLE, Jan. 15—The field force of the America Fore group in Kentucky have formed the America Fore Club and will hold monthly meetings. There are 21 members of the club, figuring all field departments as well as the casualty company. The next meeting will be Feb. 4. E. M. Ramsay is president; W. G. McComas of the Fidelity-Casualty is vice-president, and M. B. Berry, Fidelity-Phoenix, is secretary.

Seek Kentucky Field Men

LOUISVILLE, Jan. 15—A new field man in Kentucky for the Phoenix of Hartford and Connecticut will probably be named within a few days. Kentucky and Tennessee territory has been divided and the new man will cover Kentucky for all companies in the group. George C. Long, vice-president, was in Louisville looking over the situation.

J. H. Hines of Hines Brothers, Atlanta, southern managers for Crum & Forster group, has also been in Louisville to arrange for naming a new state agent in Kentucky to fill the vacancy caused some months ago when R. O.

Meserole was taken to the New York office. Harry Haines, agency superintendent with Hines Brothers, has been looking after the field work since that time.

Reelect Louisville Board Officers

LOUISVILLE, Jan. 15.—The Louisville Board at its annual meeting reelected its former officers for another year with Frank H. Brown as president; R. R. Williams, vice-president, and Leo E. Thiemann, executive secretary and treasurer.

Report on Florida State Fund

Net premiums collected by the Florida state fire insurance fund totaled \$154,114, losses incurred being \$13,134. The fund has an unearned premium reserve of \$128,428.

School's Rate Cut

MOBILE, ALA., Jan. 15.—A fire insurance rate war in Mobile has ended with the school board renewing insurance on the Murphy high school at a perceptibly lower rate than formerly existed. Two-thirds of the insurance which was increased from \$463,000 to \$543,000, was given to Mobile agencies at a rate of \$29.14 cents and one-third to the Allen Glover agency in Birmingham, at a rate of 25.5 cents. The rate on the old three-year policy was \$1.10 for the full period.

Gandy Calls Meeting Jan. 24

BIRMINGHAM, ALA., Jan. 15.—President Charles L. Gandy of the Alabama Association of Insurance Agents has called a meeting of the executive committee to be held in Birmingham Jan. 24. The place of holding the 1930 convention will be selected and other matters taken up. Montgomery is bidding for the convention. Mr. Gandy has just returned from the national executive committee meeting in New York.

Virginia Notes

Richmond's fire loss for 1929 was \$368,149 compared with \$120,318 in 1928, according to fire department figures. Loss on buildings last year is placed at \$117,990 and that on contents at \$250,159. Insurance carried on the entire amount totaled \$359,672.

Glenn C. Hood has been sentenced to four years in the Virginia penitentiary for attempting to burn two vacant dwellings in Schoolfield, a suburb of Danville. He told the authorities that he was employed by Andrew Perides, Greek restaurant keeper, owner of the property, to burn it so that Perides could collect insurance of \$5,000.

Kentucky Notes

The Owen R. Mann Agency, Louisville, has closed, its business being taken over by Gaunt & Harris.

E. W. Ford & Co., Owensboro, Ky., have purchased the A. S. Griffith & Co. agency, which had been operated for about 25 years by Syd Griffith.

At Corbin, Ky., Owen H. Langan has purchased the Corbin Insurance Agency. Mr. Langan was formerly in the brokerage business in Louisville.

The opera house at Maysville, Ky., was destroyed by fire with a loss of \$50,000 to \$75,000. It was covered by at least \$20,000 insurance.

H. J. Whittier, state agent in Kentucky for the Rhode Island group, has returned to Louisville after a week at the home office.

Former State Senator William A. Perry of the Tippet & Walker agency, Louisville, although he failed of reelection to the senate, is back in the legislature as chief clerk of the senate.

George W. Gantt of Atlanta, assistant manager of the Royal's southern department, is spending a few days in Kentucky, visiting agents in part of the territory with W. B. Triplett of the Queen and Milton C. Miller of the Royal.

The T. E. Williams agency at Glasgow, Ky., has been sold to Chaney & Withers of Horse Cave, who will operate the Glasgow business separately from that at Horse Cave. T. E. Williams will manage the Glasgow division.

Harry W. Percival, well known fire and casualty agent in Covington, Ky., leaves New York next Wednesday on a trip which will take himself and wife around the world. He expects to return about June 1.

News of Pacific Coast States

REPORT ON SANTA MONICA

National Board Engineers Tell About the Fire Fighting Facilities of the City

The fire loss for Santa Monica, Cal., for five years totals \$976,739. The loss per fire was \$1,953 and loss per capita, \$6.88. The engineers say that the water supply works are adequate and mainly reliable. The distribution system lacks proper capacity. There are adequate quantities for fire protection available in only a few localities. The fire department is undermanned, not well equipped and not properly trained. The fire alarm system is incomplete and contains unreliable features. In the principal mercantile district the potential conflagration hazard is moderate. The fire fighting facilities are somewhat inadequate and group fires may be expected at various points in the district, but owing to the generally low heights of buildings and good width of streets the probability of a fire extending beyond the block of origin is low. The amusement pier and mercantile district and the bungalow district adjoining present a severe conflagration hazard, owing to the congestion of buildings and lack of adequate water supply. The pier structures are fairly well cut off from these districts at the shore line.

Schively Addresses Club

SAN FRANCISCO, Jan. 15.—John H. Schively, secretary of the Insurance Federation of California, addressed a unique organization last week, the "Borrowed Time" club of Santa Rosa, composed of men and women over 70. Several hundred were in attendance. Another interesting organization which is an offshoot of the "Borrowed Time" club is the "Golden Wedding club," only those who have been married 50 years or more being eligible.

Chiefs Formulate 1930 Plans

SAN FRANCISCO, Jan. 15.—Ralph J. Scott, chief of the Los Angeles fire department and president of the International Association of Fire Chiefs, and E. F. Coop, chief of the Pasadena department, president of the Pacific Coast Association of Fire Chiefs, were guests of honor at a luncheon on Jan. 15 at the San Francisco commercial club. Fire chiefs, civic officials and insurance executives from all parts of the state attended the affair, which was given by the Pacific Coast Association of Fire Chiefs. Plans for the 1930 convention of the chiefs' organization were discussed.

Combine Washington and Oregon

PORTLAND, ORE., Jan. 15.—Following the resignation of Carl H. Sigglin as special agent for Phoenix Assurance in Oregon, Charles A. Craft, Pacific Coast manager, states that Washington and Oregon fields will be amalgamated under the supervision of Special Agent W. L. Harman.

American Appoints Schaub

Hillary A. Schaub has been appointed manager of the Federated Company, Seattle, new general agency of the American of Newark fleet. Offices are being opened at 1004 American Bank building. Mr. Schaub has been with William Brelle & Co. for the past three years.

Coast Notes

The Barron-Eastman Agency, Seattle, has been appointed general agent in Washington for the Great Lakes.

Blue Goose golfers of the California pond announce a golf meeting to be held at Bel-Air near Los Angeles Jan. 17.

Harry F. Badger, secretary of the Pacific Board, has returned to his desk after being confined to his home for some time through illness.

Great American Insurance Company New York

Choose Your Company

Choose Your Company

INCORPORATED - 1872
STATEMENT JANUARY 1, 1929
CAPITAL

\$15,000,000.00
RESERVE FOR ALL OTHER LIABILITIES
24,465,534.40
NET SURPLUS
27,729,318.71
ASSETS
67,194,853.11

SURPLUS FOR THE PROTECTION OF POLICY HOLDERS

\$42,729,318.71

LOSSES PAID POLICY HOLDERS

\$204,088,888.03

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310 South Michigan Avenue, CHICAGO, ILL.

C. R. STREET, Vice-President

Claims Always Promptly Paid

When Iowa National Fire representatives sell the protection of this strong, well established stock company they know that should loss occur, the payment will be made promptly upon proof. Both representatives and policy holders gain by Iowa National Fire's policy of being "early with the check." Write for agency openings in Iowa.

Fire
Lightning
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and
Automobile
Insurance

Promptness, here, is habitual.

IOWA NATIONAL FIRE INSURANCE COMPANY
DES MOINES, IA.

Write for Agency Openings in Iowa

The
LIBERTY
HOME OFFICE DAYTON, OHIO
INSURANCE COMPANY

Automobile Insurance—Full Coverage—All in One Policy

Plate Glass and General Liability Insurance

Assets Over 1½ Million—Surplus to Policyholders \$600,000

Agents wanted in Alabama, Arkansas, California, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Missouri, Ohio, Oklahoma, Tennessee and Texas.

J. R. Jones,
Sec'y & Mgr.

IN THE MOUNTAIN FIELD

PARKER TO HEAD FIELD CLUB

New Department to Be Known as Special Risks Bureau Created at Annual Meeting

DENVER, Jan. 15.—The Mountain Field Club at its annual meeting here elected these new officers for the coming year: President, Marshall W. Parker, Fireman's Fund, succeeding W. L. Braerton of Braerton, Simonton, Brown; vice-president, Henry F. Evans, Cashman & Evans; secretary-treasurer, L. Allen Beck, Beck-Wells Company.

The new members of the governing committee are Roy G. Harris, Hartford, and Guy Gordon; new members of auto executive committee: B. M. McDonald, Aetna, and Reed Pennington.

Form New Bureau

A new department was created to be known as the special risks bureau. Members of the executive committee of this bureau are Raymond Stebbins, Cobb, Miller & Stebbins; Leonard Brown, Braerton, Simonton, Brown; Harold Rogers, Home of New York; R. B.

Wallace, National of Hartford, and A. J. Lehwald, America Fore.

Commission Change Made

In the Rocky Mountain field the supervisory committee has voted to increase the commission on frame mercantile buildings to 25 percent, the same as allowed by the Western Underwriters Association in all except in clear Western Insurance Bureau agencies where its scale is invoked.

Losses in Wyoming Cities Higher

CHEYENNE, WYO., Jan. 15.—Fire insurance losses paid in Cheyenne in 1929 totaled \$38,143. This was a per capita loss of approximately \$1.65, one of the highest amounts Cheyenne has had in several years.

Fire losses totaled \$24,643 in Sheridan, Wyo., in 1929, one of the heaviest losses in several years.

Cheyenne to Be Rerated

CHEYENNE, WYO., Jan. 15.—Cheyenne is to be rerated following an inspection now under way here under the direction of the National Board, which has undertaken a general state-wide survey. It is expected that the city will be reduced one grade on the basis of the report which will be made.

traveling in Connecticut, western Massachusetts and Vermont.

In 1921 Mr. Gough joined the North America. He travels New Hampshire, eastern Massachusetts and Rhode Island.

Secretary Ralph Sweetland, in his annual report, announced that on March 1 the exchange's Rhode Island office will be transferred from Pawtucket to Providence and, at the request of the companies, this office will then stamp the daily reports for the entire state, relieving the Insurance Association of Providence of this detail for that city.

President Worthley stated that there are at present 297 active and 197 honorary members of the exchange. Chairman J. L. Sandison of the executive committee reported that the assessment on the companies for the year for the maintenance of the exchange was the same as for the previous year, 1.75 percent of the premium income.

Philadelphia Agents Organize

A new organization has been formed at Philadelphia, entitled the Philadelphia Insurance Agents Exchange, by 12 leading fire insurance agents. Charles T. Monk, head of J. E. Hyneman & Co., presided at the organization meeting, and H. H. Kenney of Young & Kenney is secretary. The 12 agents entered an agreement to become charter members and further meetings will be held to complete organization. The reason given for the new body is unsuccessful efforts to revive the Association of Fire Insurance Agents of Philadelphia, which for a long time has been inactive.

Would Broaden "Examination" Act

Last year Assemblyman Alterman of New York City secured the passage of a bill in the New York legislature providing that under a policy of burglary insurance if the policy contains a provision giving the insurance carrier the right to examine the assured or a member of his family, or an employee, a copy of such evidence shall be furnished to the assured, and if not so furnished, the evidence may not be used by the carrier. This year Mr. Alterman has introduced a bill to make the same provisions apply to life and fire insurance.

Can Sue Wreckers for Loss

BUFFALO, N. Y., Jan. 15.—The appellate division of the New York state courts has handed down a decision authorizing Frank X. Schwab, former mayor of Buffalo, to proceed with his action for \$25,000 damages from the Buffalo Housewrecking Company. The action is the outgrowth of a fire which damaged a large building owned by the former mayor. It caught fire when the housewrecking company was removing machinery and was badly damaged. The mayor endeavored to collect damages from the wreckers, on the ground that their workers were the only persons in the building and therefore caused the fire. After two years of litigation the high court has upheld the position of the

mayor that he has a right to sue for damages on this ground and an immediate trial is expected.

American's Field Men to Meet

The annual meeting of the eastern field men of the American of Newark, Bankers Indemnity of Newark, Columbia Fire of Dayton and Dixie Fire of Greensboro—the "American Group"—will be held at the administrative office in Newark, April 7-11.

The theme of the meeting will be "Making the Most Out of Group Operation," and each field man will prepare a paper on this subject. There will be about 85 men in attendance.

The first three days will be devoted to fire sessions, Thursday morning to a joint session, and the balance of the time to casualty and surety sessions. The annual dinner will be held.

Connecticut Field Club Elects

Annual dinner meeting of the Connecticut Field Club was held in Hartford. Reading of annual reports was followed by election of officers, as follows: President, J. Guy Richardson, Fireman's Fund; vice-president, Gordon L. Brown, London Assurance; secretary, Clinton L. Allen, Aetna of Hartford, and treasurer, Louis K. Ives, Springfield.

Forest Fire Situation Bad

PROVIDENCE, R. I., Jan. 15.—Forest fires in Rhode Island in 1926, 1927 and 1928 burned 17,820 of the state's 280,000 acres of forest land, causing more than \$316,000 damage, a percentage considerably greater than that of any other New England state. C. R. Tillotson, district forest inspector of the United States forest service, stated at a session of the Rhode Island League of Agricultural Societies. The state should spend at least \$12,750 a year to prevent forest fires, he said. That sum, he explained, added to the amount furnished by the government would total \$17,000 a year, or \$5,000 more than now available.

Pennsylvania Agencies Incorporated

Four Pennsylvania agencies have been incorporated. They are: Prevost & Herring, Philadelphia, incorporators James A. McGann, Jr., Drexel Hill, and H. Townsend Wilson; Kolsky Insurance Agency, Philadelphia, incorporators Edward Kolsky, H. T. Ryan and Benjamin Federman; Bankers Insurance Underwriters, Pittsburgh, general agents, incorporators Joseph Rosenberg, Wallace H. Englehardt and Jacob Margolis; Troxel Insurance Agency, Lock Haven, incorporators H. C. Troxel, M. D. Achuff, treasurer, and M. H. Blake.

New Massachusetts Fire Marshal

John W. Reth, contracting and construction engineer, has been appointed state fire marshal by Governor Frank G. Allen, succeeding the late George C. Neal in Massachusetts.

New Baltimore Agency

BALTIMORE, Jan. 15.—A new combination in the agency field has been brought about with the creation of the firm of Schuchhardt & Balland. Edmund

EASTERN STATES ACTIVITIES

OLD CUMBERLAND AGREEMENT

D. P. Miller, One of the Original Signers, Is Still Active in Insurance Business

An interesting document showing that rate cutting and bad practices are not modern day diversions is seen in the "agreement" among the local agents at Cumberland, Md., signed June 17, 1884. It is written in long hand, as is the schedule of minimum rate. Each risk in the city is given its rating and in long hand this schedule was furnished to agents. The agreement provided that where an agent of any other company not in the agreement shall offer to write any other risk below the rate the agents signing the "agreement" shall get together and devise means of protection. A. R. Lewis and D. P. Miller were the local agents signing the agreement. Mr. Lewis died some years ago but D. P. Miller is still active in the business at Cumberland, being the senior member of the firm of D. P. Miller & Co. His insurance career dates from 1872, when he was a local agent in Hagerstown, Md.

GOUGH ELECTED PRESIDENT

New England Exchange Holds Annual Meeting—Transfer Rhode Island Office to Providence

BOSTON, Jan. 15.—Fire insurance company field men from all over New England gathered at the headquarters of the New England Insurance Exchange for its annual meeting and elected the following officers: President, Joseph F. Gough; second vice-president, P. S. Keeler; executive committee, W. P. Molloy, John B. Knox Jr., and Robert T. Cairns. The other officers hold over.

At the annual banquet Harry R. Worthley, retiring president, presided and the speakers were Billy B. Van, the noted actor and New Hampshire soap manufacturer, and John W. Downs, manager of the Insurance Federation of Massachusetts.

New President's Career

Joseph F. Gough, the new president, is a native of Boston and after experience with an agency there he became a special agent for the Svea of Gothenburg for Massachusetts, Rhode Island and Connecticut in 1911. Six years later Mr. Gough joined the American Eagle,

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\$3,300,000 Capital—Paid to July 1st

\$12,041,380 NET SURPLUS

\$21,558,930 ASSETS

The HANOVER FIRE INSURANCE COMPANY of New York Charles W. Higley, Pres.

C. Schuchhardt, who has been a prominent figure in the insurance field here, especially in casualty lines, for 19 years, has joined with Eugene C. Ballard, active in fire insurance and other lines here for 17 years, to form the new company.

Mr. Schuchhardt will devote his principal efforts to the casualty business, and Mr. Ballard will carry on the fire business.

New Haven Agents' Meeting

NEW HAVEN, Jan. 15.—Members of the New Haven Fire Insurance Agents Association will hold their annual meeting Jan. 22, the evening being devoted to a dinner at which all agents in New Haven county are expected to be present. The latter affair having been arranged by the Connecticut association. Two speakers from the agency ranks will discuss local and state problems, while two company officials will talk upon matters of common interest to home offices and to the field force.

Jersey City Fire Losses

JERSEY CITY, Jan. 15.—Fire losses in this city last year, according to figures compiled by the fire department, totaled \$167,100, as against \$318,600 in 1928, and \$1,325,100 in 1927. The admirable showing for the past year is credited in good part to the work of the fire prevention bureau, whose inspections compelled the removal of rubbish accumulation in many properties, materially lessening thereby the fire hazard.

Plan Philadelphia Banquet

PHILADELPHIA, Jan. 15.—The committee on arrangements for the annual banquet of the Insurance Society of Philadelphia next Monday night promises to have several prominent speakers for the affair. However, the names of the speakers are being kept secret at this time.

The entertainment committee is com-

posed of John P. Frazier, chairman; H. A. Warren, Howard F. Brazer, Walter A. Munns, Herbert B. Nelson, Thomas H. Morris and George W. Ruhl.

Baltimore Losses Again Decrease

BALTIMORE, Jan. 15.—Fire losses in Baltimore last year amounted to \$1,400,000, compared with \$1,517,943.82 in 1928. August Emrich, chief engineer of the fire department, reports that losses in 1927 were \$745,694 less than in 1926; in 1928 \$214,908 less than in 1927, and in 1929 \$117,943 less than in 1928.

To Inspect Rochester Apartments

ROCHESTER, N. Y., Jan. 15.—An inspection of every apartment house in Rochester, may be made due to a fire in the Standwood apartments at 699 Main street, east, in which \$100,000 to \$200,000 damage was done and two people killed.

Merged Groups Meet

The first 1930 meeting of the greater Underwriters Board of Rochester, N. Y., was held this week.

The Casualty Insurance Club, the Underwriters Board and the former Monroe County Local Agents' Association, met for the first time as a merged group.

Eastern Notes

The committee on publicity and public relations of the New York state association held a special meeting this week in Rochester.

Fire originating in the Worbas Boot Shop in Syracuse, N. Y., spread to several nearby stores and caused loss of \$100,000.

Fire thought to have been caused by locomotive sparks resulted in \$75,000 damage in the lumber yards of the Blanchard Lumber & Mill Co., Buffalo, last week.

IN THE CANADIAN FIELD

NO AUTO RATE CHANGES DUE

Experience on That Class of Business in Canada Reported Generally Satisfactory

TORONTO, Jan. 15.—There will probably not be any increase in automobile insurance rates this year, neither will there be a decrease. The royal commission inaugurated almost a year ago in Ontario has not yet completed taking evidence. It has been announced that the commissioner will issue an interim report in the near future. The report of the statistical firm which has been compiling the loss cost experience of the companies as ordered by the commissioner last May will also soon be made.

As there was a considerable increase in automobile insurance premium rates (an average of 25 percent in public liability, property damage and collision), there will likely be a big increase in this class of insurance. The loss ratio will probably not be high, although some companies say there will be little difference in their underwriting results. The 1928 ratio was approximately 62 percent, while the year before it stood at 65 percent for all written premiums.

Commissioner Hodgins has ordered the companies to file complete data for 1928 and the incomplete year of 1929 by April 1. The blank forms will be sent out Feb. 1.

Favor A. A. A. Plan in Manitoba

WINNIPEG, Jan. 15.—At a meeting of the Manitoba Motor League, held in Winnipeg, the adoption of the recommendation already approved by the Ontario Motor League and the American Automobile Association, dealing with compulsory insurance, was decided upon. The recommendations carry the suggestion that insurance should not be compulsory until a driver meets trouble for which he is not able to pay compensation, and that when this happens, his license should be withdrawn until such

time as he is able to meet his obligations, and puts up an insurance policy to cover any future mishaps.

Canadian Company Lineup Given

OTTAWA, ONT., Jan. 15.—The past year 16 companies were granted fire licenses in Canada, three of which were Canadian, one British and 12 foreign. The 222 companies transacting fire insurance in the country are made up as follows: 51 Canadian, 65 British and 106 foreign. A decade ago the total was only 134 fire companies. Ninety-six American companies are writing fire insurance in Canada.

Canadian Losses Compared

According to the "Monetary Times," fire losses in Canada for the week ending Dec. 31, 1929, are estimated at \$935,250, as compared with \$375,000 for the corresponding week of 1928. From January 1 to Dec. 31, 1929, fire losses in Canada are estimated at \$30,294,250, was compared with \$18,475,250 from Jan. 1 to Dec. 31, 1928.

Hanover Opens Winnipeg Office

The Hanover Fire of New York has opened an office in Winnipeg with S. S. Patchell as western superintendent. Alexander M. Stewart is Canadian manager for the company at Montreal.

Canadian Notes

H. C. Ceperley, well known general agent of Ceperley, Rounsefell & Co., Vancouver, B. C., died at Coronado Beach, Cal., age 79 years.

Fire in the Odd Fellows building at Winnipeg caused a \$25,000 loss to a hardware manufacturing company. Total damage was placed at about \$50,000.

The village of Buctouche, N. B., was the scene of a disastrous fire when five buildings were reduced to ashes. The estimated loss is placed between \$75,000 to \$100,000.

Half of the business section of Three Hills, Alta., was destroyed by fire with damage estimated at between \$75,000 and \$100,000. A large amount of merchandise was salvaged from some of the stores.



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Will Wright

Field Correspondent

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Surplus . . \$1,506,466.86

Surplus to Policyholders

\$2,506,406.86

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FIRE—TORNADO—THRESHER—AUTOMOBILE INSURANCE

MOTOR INSURANCE NEWS**LOSSES GREATLY REDUCED**

Chicago Police Department Responsible for the Improved Automobile Theft Record in Chicago

So efficient and capable has the Chicago police department become under the administration of Chief Russell that automobile insurance adjusters find that theft losses have been greatly reduced. Previously dozens of cars were stolen which could not be recovered. The sentiment began to prevail that the police officers were indifferent or were in league with automobile thieves. Owing to the fact that machines were not recovered there were numerous total losses which, of course, ran up adjustment bills. Now machines as a rule are recovered after a very few days. Even where they are stripped of tires and equipment, the cost price of such has greatly reduced so that the amount of loss is less. Automobile adjusters in going over their Chicago losses find that most of them are less than \$100. Numerically the losses may be more but in the aggregate the money loss is much less. Owing to the higher collision rates, many have ceased to carry that coverage. Personal liability losses nat-

urally have increased. The theft losses have shown a notable diminution during the year.

Husband Steals Wife's Car

A policy insuring wife's automobile against theft contained an exception relieving it from liability if the theft was committed "by any person in the assured's household." The automobile was stolen by the husband, who was not of the assured's household but was living apart from his wife at the time. Held that had the husband been a member of the household there would have been no liability under the terms of the policy. The parties were contracting with reference to the status of the husband and others as members of the household. Since the husband was not a member of the wife's household at the time of the theft of the car, a liability arose under the policy, because it restricted its non-liability solely to instances where the theft was committed by a person in the assured's household. Milwaukee Mechanics vs. Heffernan, supreme court, Ohio.

Louisville Makes Recovery Record

LOUISVILLE, Jan. 15.—The motor theft squad here recovered 149 out of the 150 stolen automobiles in December. During the four months ending Dec. 31 only 11 of 653 cars stolen are unaccounted for.

Western Bureau Is Incorporated

(CONTINUED FROM PAGE 3)

adopted no separation rule as yet. It is not likely to do so. Many of the members feel that some of the non-affiliated companies will join the incorporated body because its commissions being increased will be on a parity with what many of the non-affiliated companies are paying. The members of the old Western Insurance Bureau will meet Saturday to discuss procedure of liquidation and deciding what course will be pursued as to meeting obligations resting on the organization.

The incorporated bureau will not require nearly as much office space nor nearly as many employees as the old organization because of the reduction in membership. The committee appointed to represent the withdrawing members in disposing of obligations consists of C. N. Gorham, American; Fred M. Gund, Crum & Forster; Walter D. Williams, Security, and B. L. Hewett, Boston.

Members of New Bureau

The charter members of the Western Insurance Bureau, Inc., are as follows:

Allegheny Fire Underwriters.
Ben Franklin Underwriters.
Capital Fire, N. H.
Cincinnati Underwriters.
Columbian National.
Concordia Fire.
Dubuque Fire & Marine.
Eureka-Security Fire & Marine.
Firemen's, N. J.
Firemen's Underwriters.
Girard Fire & Marine.
Girard Underwriters.
Hampton Roads Fire & Marine.
Iowa Underwriters.
Keystone Underwriters.
Mechanics.
Mechanics Underwriters.
Mercantile Underwriters, Colo.
Merchants, Colo.
Millers National.
Milwaukee Mechanics.
Milwaukee Underwriters.
Monarch Fire.
National-Ben Franklin Fire.
National Reserve.
Northwestern National.
Northwestern Underwriters.
Ohio Farmers.
Pittsburgh Underwriters.
Reserve Underwriters, Ia.
Security Fire, Ct.
Superior Fire.
Underwriters Fire, N. H.

Western Insurance Underwriters, Pa.
Wisconsin Underwriters, Wis.

Owing to the fact that the Western Insurance Bureau's remaining members have to decide what course to take, considerable time has elapsed since the Western Underwriters Association was organized. Agents of the incorporated bureau companies however received communication from companies Monday telling them about the new commission.

The remaining members held an informal meeting Tuesday of last week and decided on the course to pursue. The charter was received but officers and directors have not been elected.

MAY JOIN NEW BODY

DAVENPORT, IA., Jan. 15.—President W. L. Taylor of the Standard Federal Fire, who has been a member of the old Western Insurance Bureau, stated this week that he is thinking strongly of joining the Western Underwriters Association, but will withhold final decision until after the Bureau meeting Saturday.

Kansas Committees Named

At a meeting of the executive committee of the Kansas State Fire Prevention Association in Topeka last week the following committee chairmen were selected: Farm, Roscoe Case, Marion; speakers, H. O. McIntosh, Hanover, Topeka; ordinance and waterworks, E. J. Stewart, Kansas Inspection Bureau, Topeka; fire waste, Frank L. Britton, Preferred Risk, Topeka; public buildings, O. D. Butcher, Hartford, Topeka.

The following men have been selected for the executive committee for the year: W. L. Gardner, National, W. C. Hodges, manager Kansas Inspection Bureau; H. O. McIntosh, Hanover; F. L. Britton, Preferred Risk; C. H. O'Neill, Aetna, Kansas City, and O. W. Doling, L. & L. & G., Topeka.

Central Kansas Field Club

WICHITA, KAN., Jan. 15.—Carl Bailey of the Westchester, vice-president of the Central Kansas Field Men's Club, presided at the regular meeting of the club this week. Guests included E. L. McIlvain and J. E. Galloway, Oklahoma representatives of the Retailers Fire, and James W. Campbell of Tulsa, with John G. Simmonds & Co.

The large attendance enjoyed a paper by Vernon B. Steenrod of the Kansas Inspection Bureau on the "Purposes and Methods of the Underwriters Laboratories." Plans for the Blue Goose "splash" to be held in Wichita Feb. 4 were announced.

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Charlotte Gets Midyear Muster

(CONTINUED FROM PAGE 5)

been formed only recently, he reported satisfactory progress in his work of enlisting the interest and support of the agents in the large premium producing centers.

The resolution on fleet rates for private automobiles grew out of a general discussion of the growth of the practice and in order to support the commissioners in their endeavor to stamp it out. The resolution is: "The executive committee of the National Association of Insurance Agents condemns the practice of granting reduced rates on fictitious fleets or groups of cars owned by individual employees or others and which are not subject to common ownership and/or control. It is an unjust discrimination against the general class of automobile owners and has been so construed by the National Convention of Insurance Commissioners. The committee expresses the hope that all insurance companies will join with us in opposing the practice."

Oppose Preferential Rates

The other resolution was inspired by the plan under which the Associated Merchandising Corporation, a group of stores scattered throughout the country with no community of interest and no joint ownership, buy their insurance under a group arrangement, and other similar conditions: "The practice whereby companies or company boards under a so-called group classification, furnish preferential rates on various properties, such as department stores having no common ownership, thus diverting the business from legitimate insurance channels, discriminates against other properties of the same general class and is inimical to sound underwriting. Members of the National association should not lend their approval or assistance to the practice."

Present at the sessions were President Smith, Chairman Goodwin, Secretary-Counsel Bennett and the following members of the committee: Fred M. Burton, Galveston; E. J. Cole, Fall River; Charles L. Gandy, Birmingham; Harry R. Manchester, Cleveland; George W. Carter, Detroit; R. P. DeVan, Charleston; J. W. Rose, Buffalo.

From time to time the sessions were visited by Past Presidents Moffatt and Frank L. Gardner, Poughkeepsie; President Albert Dodge of the New York State Association; Charles E. Freese, Detroit, and others.

During the sessions of the committee Vice-President Spencer Welton of the Union Indemnity entertained committee members at a dinner. His guests were President Clyde B. Smith, Executive Committee Chairman Percy H. Goodwin, Secretary Walter H. Bennett and Executive Committee Members Fred M. Burton, Charles L. Gandy, Harry R. Manchester, E. J. Cole, J. W. Rose, R. P. DeVan, George W. Carter, also Charles E. Freese and George J. Lieber of Detroit, Fred B. Ayer, Cleveland, and Past President Frank L. Gardner, Poughkeepsie.

Gives 9 Percent Dividend

The State of Pennsylvania has declared a semi-annual dividend of 9 percent.

Farm Cover Is Up for Review

(CONTINUED FROM PAGE 6)

losses moved in inverse ratio to the condition of the farmer.

Farm Slump Fosters Losses

In 1918 with \$650,000,000 of crop values in the state, farm losses were \$1,403,000; in 1919 when crop values dropped to \$572,000 the losses were \$747,000. The next year crop values were depressed to \$333,000,000 and losses were \$739,000.

Then in 1921, the year of greatest agricultural depression, South Dakota's crop values went down to \$229,000,000 and the fire losses pyramided to \$1,590,000. In 1922 crop values were \$321,000,000 and losses \$1,539,000; in 1923 crop values \$319,000,000 and losses \$1,549,000; in 1924 crop values \$370,000,000 and losses \$1,632,000; in 1925 values \$318,000,000, losses \$1,228,000; in 1926 values \$252,000,000, losses \$1,387,000; in 1927 values \$385,000,000, losses \$1,423,000, and 1928, values \$325,000,000, losses \$1,506,000.

Call This Accurate Picture

Companies operating in South Dakota bear witness to the accuracy of Commissioner Lewis' report. The commissioner presented an agricultural map of the state showing crop conditions in the various counties, of which only Lawrence county on the western boundary was declared to have crops that are regularly very good.

One large company that has operated in the state for a great many years shows that it never has had a farm fire loss reported from Lawrence county. Its record indicates that losses in the other counties bear so uniform a relation to financial conditions that it would be almost possible to draft an equation.

Managers generally are optimistic as to farm insurance results in the next year or so due to a conviction that there is a better outlook for farmers. It is said agriculture is gaining confidence and the average farmer has discharged most of his pressing obligations of the last few years and has some money to do with as he pleases.

If there is anything in moral hazard—and managers are unanimous in their belief that this factor holds the balance of power in the business—the lessening of financial pressure among farmers is expected automatically to lower losses.

Wallingford Is Recognized

George C. Wallingford, secretary of the Albany, has been elected vice-president and secretary. He is branch secretary of the Atlas at the United States office which owns the Albany. He was formerly chief accountant in the western department.

Tate to Chicago F. & M.

Homer E. Tate has been appointed state agent of the Chicago Fire & Marine and Presidential for Ohio, Indiana and southern Michigan, succeeding Douglas F. Best, who recently went with the Western Fire of Fort Scott. Mr. Tate will have his headquarters at 51 North High street, Columbus. He was formerly connected with the Kentucky Actuarial Bureau and then was in the local business in that state.

Church Made General Agent

Fred E. Church of Owatonna, Minn., has been given a general agency in both fire and automobile lines for the Bronx Fire, one of the Corroon & Reynolds group. Mr. Church at one time represented the National Union Fire in Minnesota, Nebraska and Iowa, but has been in the banking line for five years.

Corroon & Reynolds Dividends

Quarterly dividends announced by three company members of the Corroon & Reynolds group are American Equitable, 6 percent; New York Fire, 6 percent; Knickerbocker, 7½ percent.

Leaders Report Progress in Local Agents' Gathering

(CONTINUED FROM PAGE 3)

growth of interest in association work in New York recently, due to increasing local problems, and pointed to the probable organization of a body in that city.

At the afternoon session there were several reports by state officers, chief of which was that by President Albert Dodge. During the morning he was in conference with Mrs. Perkins, public service commissioner of labor, and reported gratifying progress in the matter of state fund competition. He said that Mrs. Perkins reported that factory inspectors would not, in future, solicit business, though she did not subscribe to the desire to put the fund under the direction of the insurance commissioner. She also said that a classification of risks would be undertaken, to avoid some undesirable business that has been taken in the past.

Hold County Insurance Day of Pennsylvania Federation

(CONTINUED FROM PAGE 17)

sel, Penn Mutual Life, followed with a talk on the development of life insurance trusts.

The final speaker of the evening was Homer W. Teamer, secretary-manager of the Pennsylvania federation, who pointed out that new legislation was infringing more and more on private business of agents and company. He pointed out that the state had entered the compensation field in such a manner as to result in the business becoming unprofitable to companies, and that the state had created a fund in which it carries all its own fire insurance risks.

Western Bureaus' New Scale of Commissions

(CONTINUED FROM PAGE 5)

or suburban electric, cable or animal power railroad property; nor risks where power is used other than pumping or lighting stations.

DEFINITION OF PUBLIC BUILDING: A public building is defined as a building either built, purchased or maintained at the expense of taxpayers, whether belonging to a township, school district, city, municipality, county or state, excepting penitentiary and reformatory risks, state or county fair grounds property, and does not include city, town or suburban electric, cable or animal power railroad property; nor risks where power is used, other than pumping or lighting stations.

NOTE—Commissions allowable on property owned by a tax-imposing body and contained in other than a public building, shall be the same as allowable on contents of such building.

NOTE—Water works or pumping stations, if not owned by municipalities, are to be classed as special hazards.

On fire department protected solid brick, stone and solid concrete or burnt clay hollow tile public hall buildings, theaters and opera houses.

On fire department protected solid brick, stone and solid concrete or burnt clay hollow tile telephone exchange buildings, occupied exclusively as such, including contents.

On fire department protected buildings owned and occupied exclusively by religious and civic associations, including contents.

Twenty-five percent:

On fire department protected, frame, iron-clad, cement block and brick and stone veneered mercantile buildings, brick garage buildings (public); and

On unprotected suburban and village dwellings and contents.

Twenty percent:

On fire department protected stocks in mercantile buildings and on contents of brick garage buildings (public).

Fifteen percent:

On all other classes, including unprotected property.

Illinois Field Forces at Midwinter Meeting

SITUATION WAS UNUSUAL

New Alignment of Companies Creates
Altered Conditions in the Membership of Organization

BY H. J. BURRIDGE

SPRINGFIELD, ILL., Jan. 15.—Quarterly meetings of the two Illinois field organizations were held here today preceded by an inspection of Springfield on Monday and Tuesday by the Illinois Fire Prevention Association. It was the first gathering of Illinois field men since the recent organization of the Western Underwriters Association. There is observed a much more general mingling of the forces than has been the case in the past. Field men of companies which have left the Western Insurance Bureau and joined the W.U.O. were not invited to attend the meeting of the Illinois State Board (Union) because they are not as yet technically eligible for membership but probably will be by the time of the next meeting.

Did Not Attend Meetings

Many such field men stayed away from the meeting of the Illinois Field Club (Bureau) feeling that their interest in that organization had ceased. They were thus to be seen in the hotel lobby and engaged in the inspection work, but attended no meeting of either organization. In a sense they were neither "fish, flesh nor fowl," but within a few months their status will undoubtedly be changed. The most pronounced evidences of harmony and good fellowship characterized the meeting.

Lewis Cassell of the London presided at the Illinois State Board meeting as president at which routine business was transacted.

Edward Taylor of the Firemen's was in charge as president of the Illinois Field Club meeting which under the circumstances was not heavily attended.

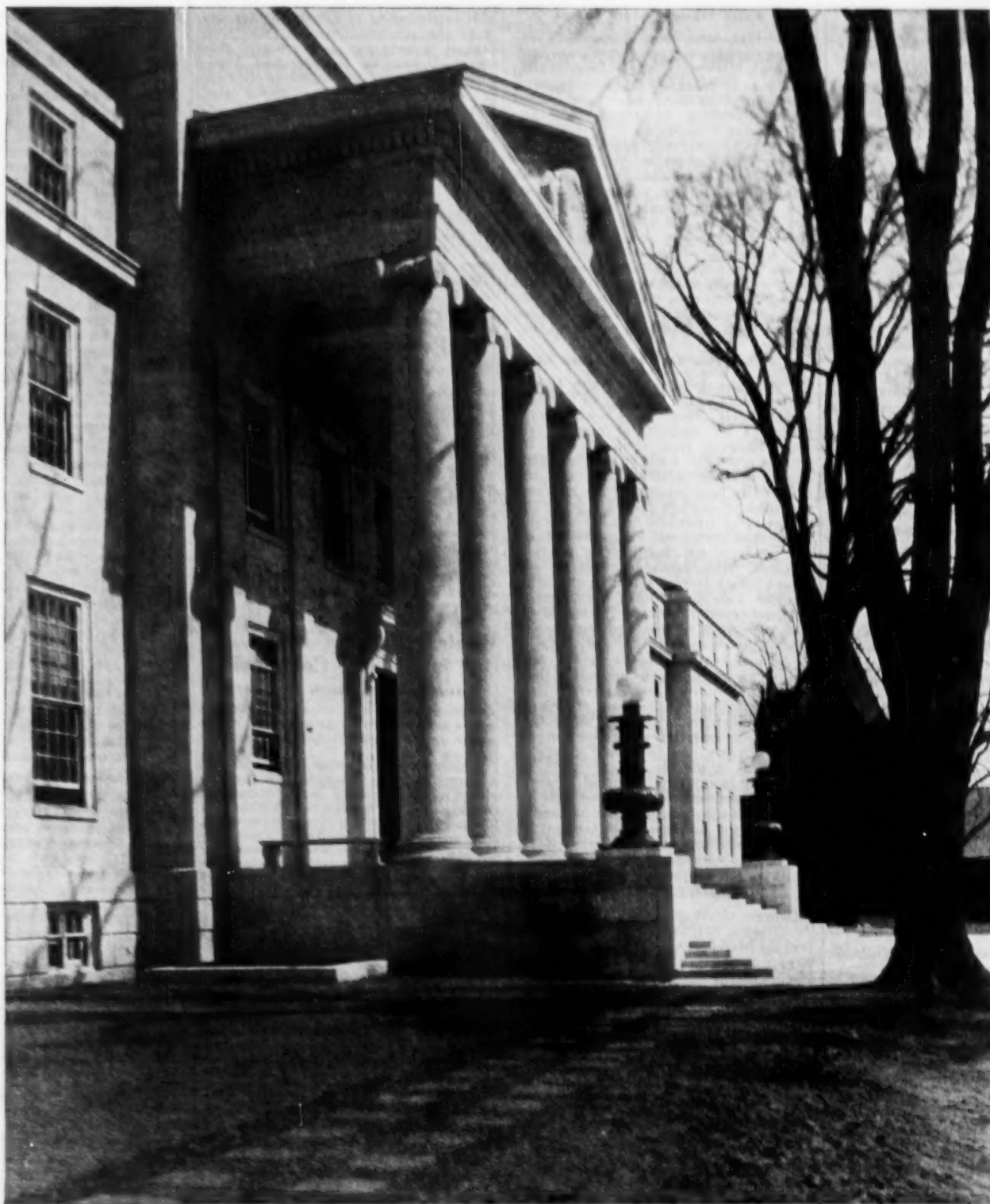
Sedgwick Outlines Procedure

George B. Sedgwick, assistant secretary of the Great American, attended the Illinois State Board meeting, representing the Western Underwriters' Association. Mr. Sedgwick outlined the procedure that should be followed by field men representing the companies of the W. U. A. Mr. Sedgwick explained that the companies which are retiring from the Western Insurance Bureau and joining the W. U. A. may enter what have been regarded as clear Union agencies without any further delay and that so-called Union companies may immediately enter Western Bureau agencies, but may pay only the 15 percent scale of commissions until such agencies have been cleared of their non-affiliated companies. When the agency has definitely resigned all of its non-affiliated representation, than the full W. U. A. scale may apply.

Urge Fullest Cooperation

Mr. Sedgwick explained that the companies withdrawing from the Bureau and joining the W. U. A. resigned as of Dec. 28, but that under the rules of the Western Insurance Bureau such resignations are not effective for 60 days, although voting power was lost at the time of resignation. These companies, therefore, have obligations to the old Western Insurance Bureau, which will be fully effective. It will be therefore March 1 before the former Union and Bureau companies now comprising the W. U. A. can join forces in clearing their agencies of non-affiliated competition.

Mr. Sedgwick urged that between now and March 1 the field of former Union companies cooperate to the fullest possible extent with the former Bureau members, as all W. U. A. companies now have the same aims and purposes.



Agents are always welcome at the Home Office of the Hartford Accident and Indemnity Company. Office doors are always open and agency problems receive the immediate consideration of the Company's executives and department heads.

The National Underwriter

January 16, 1930

CASUALTY AND SURETY SECTION

Page Thirty-five

Massachusetts Zoning Upheld

High Court Approves Territorial
Classifications Promulgated
by Commissioner

SAY FACTS MUST CONTROL

Constitutional Question Can Not Be
Determined on Basis of Abstruse
Reasoning Alone

BOSTON, Jan. 15.—The full bench of the supreme judicial court has upheld the classifications of risks and premium rates promulgated by Commissioner Merton L. Brown for 1930 under the compulsory automobile insurance act.

Demurrers of the commission to each of three petitions for review of the territorial and other classifications of risks and premium rates brought by Ephraim A. Brest of Chelsea, Mayor Nichols and others of Boston and Mayor Andrew A. Cassassa of Revere are sustained by the court. The constitutionality of the territorial classifications was attacked by the petitioners. The court says while theory and logic seem to support the petitioners, the facts do not.

For 1930, the commissioner divided the state into eight districts, of which Chelsea was No. 1, Revere No. 2 and Boston No. 3. The principal objections of the petitioners were directed to these classifications.

Much Information Available

The court says this classification was made after public hearings where the companies presented data on years of experience, at which hearings it was found that hazards do vary with different localities.

"The bald question," says the court, "is whether a classification of motor vehicles, according to territories in which they are principally garaged, can be lawfully undertaken at all under the controlling statute and the federal constitution."

The court says that the arguments of the petitioners were not directed against the wording of the strict construction of the statute, but were that no such classification by territories could be made fair, reasonable and non-discriminatory at all.

"There was available," says the opinion, "a considerable body of information bearing on accidents to motor vehicles. In these circumstances every presumption favors the regularity of the action of the defendant as a public officer in the performance of his duty."

Must Be Tested by Facts

"Every question of constitutional law must be tested with reference to the actual facts. The constitution is not an abstraction. The legal validity of the classification of risks and premium

(CONTINUED ON LAST PAGE)

Accident Policy Riders Help Conserve Business

SO PICTURED BY HAUSCHILD

Difficulties in Handling Sub-Standard
Risks Reviewed Before Chicago
Managers' Club

Riders on accident and health policies, ordinarily regarded by the agent as only a source of grief, were pictured as an aid to the conservation of business in a talk given before the Accident & Health Managers' Club of Chicago Monday by E. A. Hauschild, chief clerk in the accident underwriting department of the Continental Casualty. He pointed out that rates are necessarily based on risks of a certain standard. If there is a deviation from that standard as a result of physical impairment, the risk is sub-standard and must either be rejected or some way found to bring it up to standard. But for the waiver plan, many of these would have to be declined outright. The individual would lose the protection, the companies would lose the business and the agents their commission.

Comparison With Fire Policy

In some cases it seems to be hard for the policyholder to understand why disability resulting from conditions antedating the issuance of the policy should be ruled out. However, he would not be able to secure fire insurance on his household goods if a fire were raging in another section of the apartment building where they are located and would not expect to get such insurance at a standard rate if conditions were such as to create an excessive fire hazard in the building. Hernia, diseased tonsils and similar conditions constitute excess hazards which are directly comparable to those in the fire insurance field. He emphasized in this connection that only the minor impairments can be cared for in this way and not a serious chronic condition.

Inasmuch as the policy itself provides that it shall apply only to conditions originating after it is issued, Mr. Hauschild said that there is really no reason for a waiver, if the sale is fairly and honestly made. There have been so many flarebacks, however, that companies feel it necessary to have this understanding reduced to writing.

Result of Survey Cited

He said that the underwriter's job is to conserve as much business as possible. He reviewed the results of a survey of some 8,000 cases questioned for physical or other reasons, stating that only 3½ percent were for physical impairments and only 1 percent involved the introduction of waivers. Of the cases in which waivers were requested, the big majority were received, and only 5 percent lapsed out. Even in some of these cases it was found possible to introduce a new insurance program on a modified basis. The agents in some cases anticipated the action of the underwriting department and secured the waivers before the applications were submitted.

Mr. Hauschild admitted that it is a situation that requires a lot of explain-

(CONTINUED ON LAST PAGE)

Two \$100,000 Suits Filed Result of Newark Tragedy

TEST AVIATION LIABILITY

Need for Larger Limits Demonstrated
—United States Aviation Pool
Covered Operator

NEWARK, Jan. 15.—Two suits for \$100,000 each have been filed here in the New Jersey supreme court on behalf of the estates of two of the 14 victims of Newark airport tragedy last March. On the same basis, total claims arising out of the crash could involve a total of well over a million, showing a need for large limits.

Question of Liability Raised

This brings into court the basic principal of liability for aviation accidents, there being little court precedent on the matter of liability of aircraft operators as common carriers. The company owning and operating the tri-motored plane, which crashed with the resulting tragedy, was insured in the aviation insurance fleet known as the United States Aviation Pool, composed of some of the ranking fire and casualty companies.

City Is Made Party

Not only are the operating company, the manager and the pilot named as defendants in the suit, but also the city of Newark, for it is financially interested in the operations from the Newark airport, the attorney stating that the city received part of the receipts from the flights of that plane and thus was engaged in a business enterprise, making it share in responsibility for the liability. Charges of negligence in selecting pilots and the manner of handling the plane will be made in trying the suit.

All but Pilot Killed

This was one of the greatest tragedies in aviation history, the huge plane, dashing into a freight train near the airport, after an unsuccessful takeoff, killing all but the pilot. The operating company carried passenger liability insurance, as well as other coverages, and thus it was one of the greatest insurance exposures on record.

Compulsory Liability Considered in England

Legislation providing for compulsory automobile liability insurance is pending in England. The authorities are concerned over the 3100 deaths in 1929 due to motor accidents, 1418 being caused by motorcycles, owned for the most part by those unable to afford automobiles and still less able to pay damages. Under the plan insurance would not protect passengers in private automobiles against injuries due to the carelessness of the driver. Three months' imprisonment or a fine of \$250 is advocated as a penalty against those driving an automobile and not carrying liability insurance.

Revelations as to Col. Fleming

Indemnity Company of America
Status Shown Following His
Demise

OWN MONEY NOT PUT UP

Missouri Insurance Department Insists
that Signers of Notes Make Good
Financial Statement

KANSAS CITY, MO., Jan. 15.—Much interest is being taken here in some revelations that have been published regarding the Indemnity Company of America, which was moved to this city from St. Louis. Fred W. Fleming, well known capitalist who was president of the Central Surety, was the main factor in buying control of this company. It was in an unsatisfactory state financially. Mr. Fleming interested some monied men who purchased stock and put up extra money to rehabilitate the institution. P. O. Draper, who had been general agent of the National Surety, resigned to become president. Sam G. Parks, secretary of the Indemnity Company of America, moved here from St. Louis.

Did Not Put Up Own Money

The story now goes that Col. Fleming did not put up any of his own money but got \$95,000 from the others and sold them stock to the amount of \$250,000. It seems that these men signed the notes jointly with Col. Fleming in order to bolster up the company's cash resources. Col. Fleming died in a Chicago hospital and the subsequent events show that he had not completed the financial reorganization of the company. Those who have been associated with him, finding that it was necessary to make good on their notes, have now decided to sell the Indemnity Company of America. A contract of sale is likely to be consummated this week.

Finance Statement as of Nov. 1

The statement published Nov. 1 showed assets of \$1,333,282, claim reserve \$332,738, premium reserve \$294,610, contingent reserve \$125,000, capital \$250,000, net surplus \$255,586. Aside from Mr. Draper and Col. Fleming the directors consisted of P. W. Goebel, president Liberty National Bank of Kansas City; P. S. Harris, president, Lucky Tiger & White Fox Remedy Co.; M. G. Heim, treasurer, Heim Realty Company; A. J. Helmick, assistant secretary, Central Surety Company; C. R. Luger, vice-president, George B. Peck Dry Goods Company; Conrad H. Mann, president, Kansas City Chamber of Commerce, and K. G. Pringle, second vice-president of the company. The backers will naturally

(CONTINUED ON PAGE 38)

Federal Life Clubs Meet in Heavy Chicago Program

HOLD FOUR-DAY CONVENTION

Many Open Discussions on Life, Accident and Health Business Feature
Annual Gathering

A larger attendance than ever before was reported at the "Inner Circle" and "Federal Life" clubs' convention of the Federal Life of Chicago, held this week at the Edgewater Beach hotel, Chicago, extending from Wednesday through Saturday. E. L. Poindexter, president of the Federal Life club, called the initial session to order Wednesday morning. The Inner Circle club did not meet officially until Friday morning, when R. S. Pope, its president, opened the meeting.

The initial session Wednesday morning brought greetings from the home office by President Isaac Miller Hamilton of the Federal and responses from the life, accident and health departments. Vice-President E. C. Budlong of the company spoke on accident and health department problems Wednesday afternoon. Secretary W. E. Brimstin spoke on the subject "The Claim Adjuster and the Agent," and agents from a widely scattered territory extending to California completed the heavy program of the first day.

Baltimore Leads Session

George Barmore, vice-president and superintendent of life agents, as well as assistant superintendent of accident and health agents, was secretary of the meeting and opened the Thursday morning session with an address on "The Agency." L. D. Cavanaugh, vice-president and actuary, spoke on "Our Part in the Next One Hundred Billion." Agents from Illinois, Oklahoma, Texas, Arkansas, Iowa, Michigan, Pennsylvania, Colorado and Oklahoma made up the rest of the program.

Dr. F. L. B. Jenney addressed the agents during the afternoon on the subject "Cooperation," being followed by Alfred Holzman, manager of his own agency at Chicago, who spoke on "Old Fashioned Life Insurance Selling," which opened a discussion. The other discussions revolved around the subjects of "modern slants on life underwriting" and "selling oneself on life insurance as a profession."

F. C. Reed of Iowa opened the first discussion in the Friday morning meeting of the Inner Circle club on the subject "Getting New Business and Holding Old Business, from a Manager's Viewpoint." B. M. Stahl of Michigan started the second open forum on the subject "The Purpose and Need of Accident and Health Insurance." H. L. Russell of Iowa started the third subject, "How We Get Business in Small Iowa Cities." G. C. Bohon of Kentucky led the fourth theme on "How I Develop Small City Business by Personal Production," and G. E. Meier of Illinois the fifth discussion on "The Value of System, or Organized Effort."

The joint meeting of the two clubs is set for Friday afternoon, at which Vice-President Cavanaugh and Secretary Brimstin will discuss the company's life and accident and health forms and rates. The annual banquet will be held in the evening, at which President Hamilton is scheduled to present cash prizes won in qualifying for attendance.

Union Indemnity Meeting

NEW YORK, Jan. 15.—Special agents and branch managers of the Union Indemnity and the New York Indemnity, operating in the eastern department, held a convention here. Vice-President Spencer Welton acted as chairman at the sessions, the welcoming address being delivered by Vice-President Henry Weisenborn. Talks were made by Vice-President Hayes and other divisional managers.

Thirty Years



JOSEPH E. CALLENDER, Chicago

Joseph E. Callender of Chicago, manager of the Ocean Accident & Guarantee, on Jan. 21 will round out 30 years of service with the company. Until 1899 the Ocean wrote only credit insurance in this country. Then it extended its operations to all casualty lines. A Chicago office was opened and Mr. Callender was sent from Peoria, Ill., where he resided, to take charge. He had been engaged in the investment banking business and had bought and sold insurance companies. His most important deal was the sale of the old Rockford Fire to the American of Newark. The original staff of the Ocean in Chicago consisted of three people. There are now 120. He has always been very active in insurance affairs in the state, serving as president of the Illinois Insurance Federation and being prominent in the casualty organizations. When the Ocean organized the Columbia Casualty it placed Mr. Callender in charge of its activities as well. He has the management of the Ocean in Illinois and Wisconsin and in addition to these states has charge of the Columbia's interest in Indiana. He is one of the best known men in the insurance business in the west.

COMPANY LOSES SUIT IN BURGLARY CASE

Justice Mullan in the supreme court of New York county had a case before a jury involving a mercantile burglary policy issued to L. Schwartz by the Union Indemnity. The policy was for \$2,500 and the verdict was for the face with interest. The assured is a dress contractor and the loss occurred in 1925. The company denied liability on the ground that assured had breached a warranty as to occupancy of the premises and had failed to keep proper books and accounts. The assured endeavored to show that a police lock on the door had been bent and twisted out of its sockets and two ordinary locks had been tampered with. The company contended that there was no visible evidence that the premises had been forcibly entered from the outside.

Drive Against Inflated Adjustments

LOS ANGELES, Jan. 15.—A drive against adjustment companies which inflate moderate damage claims has been announced here by Deputy District Attorney Stahlman, who filed a complaint charging R. B. Lauden, owner of the Prudence Service & Adjustment Company, with subornation of perjury. Earlier in the week Mr. Stahlman filed a complaint against M. B. Martin and Berwick Martin, both of the Equitable Adjustment Company, charging bribery of a witness.

Central Surety Appoints Goodwin Vice-President

NALL MADE AGENCY HEAD

Lawton to Have Charge of City Department—Strayer Made Accident Department Superintendent

The Central Surety of Kansas City has made the following changes in its home office personnel:

Lawrence M. Goodwin, formerly secretary of the company and manager of the city department, has been transferred to the agency department, with the title of vice president and will supervise Missouri (excluding St. Louis), Kansas, Oklahoma, Colorado and Nebraska.

R. P. Nall will be superintendent of agents. He was formerly assistant vice president.

C. R. Lawton has been made manager of the city department. While Mr. Lawton will serve as assistant to Vice-President Goodwin, in the supervision of the territory that has been assigned to him, he will be more specifically responsible for production in the important field immediately adjacent to the home office with its more than 100 producers.

Leslie Stewart, who has been assistant, has been advanced to superintendent of safety and inspection. H. H. Strayer, who has been promoting production in the accident branch, becomes head of that department with the title of superintendent.

C. A. Hubbard, who has been supervising the eastern territory, will continue his duties in that section and has been given the title of assistant superintendent of agents. Mr. Hubbard's headquarters will continue to be in Washington, D. C. Ray Phillips, recently employed and assigned to special agent's duties, will assist Vice-President Goodwin in the central territory.

New Policy Being Issued

The St. Paul-Mercury Indemnity has added a false arrest policy to its coverage list. It is for the protection of firms and individuals who may be sued for damages for causing the arrest of some one. It is meant especially for department stores and other merchantile establishments which in the course of their business often find it necessary to have persons arrested for various offenses. Some of these prove to be unjustified and suits follow.

The limit of the company's liability is 85 percent of any settlement or judgment against the insured and does not exceed \$10,000 for any one claim. The limit for the entire term of the policy for more than one person does not exceed \$30,000.

U. S. F. & G. Field Meeting

DETROIT, Jan. 15.—A sales promotion conference attended by many agents in western Michigan was held this week at Grand Rapids by the Detroit branch of the United States Fidelity & Guaranty. Philip F. Lee, manager of the Detroit branch, presided. Mr. Lee opened the conference with an address, which was followed by an address on claims by Kenneth S. Teeple, superintendent of the claim department. J. "Bill" Hartley, representing the executive office, concluded the morning session, after which the agents were guests of the company at luncheon. William H. McBryan, resident vice-president, who for many years was Detroit manager, started the afternoon session with a brief address, after which E. C. Jolliff, field assistant, discussed field problems. Mosby M. Montague amplified this topic.

Would Reduce Limitation Period

ALBANY, N. Y., Jan. 15.—A bill of interest to casualty companies has been introduced in the New York legislature, reducing from six years to one year the limitation of time within which an action may be started to recover for an injury to property or a personal injury.

Fidelity & Casualty Host to Its Resident Managers

CONVENTION IN NEW YORK

Wade Fetzer of Chicago, New President, in Attendance—Pay Honors to Retiring Chief, R. J. Hillas

NEW YORK, Jan. 15.—Resident managers of the Fidelity & Casualty in all parts of the country are here in attendance at their annual convention which started Monday and will conclude Thursday evening with a dinner given in honor of R. J. Hillas, for a long time president. Mr. Hillas retired from the post and from active business life some days ago.

His successor, Wade Fetzer of W. A. Alexander & Co., Chicago, is on hand and officials of the America Fore fire insurance group of New York, with which the F. & C. is now linked, are likewise present, getting a line on problems in the casualty field. A. J. Ferris, vice-president and agency superintendent, is chairman of the gathering.

Addresses at the various sessions have been made or are scheduled for delivery by the chiefs of the surety, fidelity, liability, aviation, automobile, plate glass, accounting, claims, steam boiler, accident and burglary departments.

A review of activities in the fire field was given by officers of the America Fore fleet. Notable among field managers in the gathering is Eugene Oberdorfer of Atlanta, now dean of the company's resident manager and long one of its most profitable business producers.

Responsibility Bill Is Introduced in Virginia

RICHMOND, Jan. 15.—A safety responsibility bill modeled after laws now in operation in New York and New Jersey has been introduced in the Virginia legislature by Senator John A. Lesner of Norfolk. The report from the legislative commission appointed at the last biennial session to study the question as to whether the state should have a compulsory automobile liability law is expected to be submitted soon recommending adoption of a safety responsibility law.

Nebraska Auto Accident Statistics

LINCOLN, NEB., Jan. 15.—The State Press Association calculates that auto accidents cost Nebraska \$10,000,000 the past six months, including \$250,000 damage to automobiles, \$300,000 for injuries sustained by those permanently disabled and \$9,400,000 for the lives of those killed. No attempt was made to reckon the losses suffered by persons less seriously injured.

In the half year ending Nov. 5, according to the statistics compiled by the association and department of vocational education, 2,001 motor vehicle accidents occurred. In the 188 fatal accidents 236 persons were killed and 76 autos demolished. In addition 79 persons were permanently injured.

Death by Disease

Suit on a policy for injury by accidental means. Deceased struck his head against a post while attempting to save himself from falling after suffering a sudden stroke of apoplexy. The company claimed that the injury did not occur "independently of other causes," but was the direct result of disease. Held that the injury was merely a slight contusion which could not have caused death. The autopsy showed that death was caused by apoplexy and it was proved that deceased suffered from high blood pressure and arteriosclerosis. Therefore death was not due to accidental means within the meaning of the policy. *Frerichs vs. London & Lancashire Indemnity*, Supreme Ct. La.

Illinois Department Loses Another Important Decision

VITAL PRECEDENT IS SET

Great American Casualty Wins Contest
Over \$1,490 Department Bill for
"Continuous" Examination

Motion of the Illinois insurance department in circuit court at Chicago to have the Great American Casualty of Chicago enjoined from operating, and declared insolvent, because it refused to pay a \$1,490 bill submitted by the department as the cost of examining the company, was denied by Judge Philip Sullivan this week, setting a precedent which it is believed will cost the department a considerable amount every year. It is said to affect all casualty, life, surety and fidelity, and miscellaneous companies operating in Illinois.

Motion was denied upon a showing by counsel for the company that the Illinois statute requiring casualty, life and miscellaneous companies to submit to examination whenever the department requires it, does not contain a specific provision that the company examined must pay the cost. The statute affecting fire and marine companies does contain this provision.

Refused to Pay \$1,490 Bill

According to the company's officers, they refused to pay the cost because one examiner, R. H. Hotelling, had been appearing at the home office for a considerable time without anything to do. Hotelling, it was said, finally received word from Springfield to get all the company's books and check them, and he said it was necessary to turn over these records as of Dec. 31. The officers decided to make a test and referred the examiner to their attorneys, practically ordering him out of the building.

There was an interchange of correspondence and the Illinois department was affronted, even Attorney-General Carlstrom being called in to patch up the situation.

Counsel Explains Situation

E. R. Elliott, the company's counsel, said after the department had examined the Great American, once as of May, 1929, and again as of August, 1929, concluding last September, and had submitted a \$2,000 bill, which was paid, it sent three men back to maintain a deadly check. He said these men brought totals down to date constantly, and finally one was left there permanently. When the officers discovered the department expected the company to pay the costs of the continuous examination they rebelled.

The Illinois casualty act requires companies to "submit" to examination, but the court held this could not be construed to mean "submit to paying the costs" of examination.

Husband Not Responsible

MADISON, WIS., Jan. 15.—A husband is not responsible for his wife's handling of a car unless she is driving the automobile on business for him, according to the decision of the Wisconsin supreme court. The court reversed a decision of the circuit court at Jefferson, Wis., in the damage suit of Edward Novak vs. Douglas Zastrow. The court held that a woman is not the agent of her husband while using his car to bring her mother to their home and that the mother-in-law could not recover damages from her son-in-law for injuries resulting from a collision while her daughter was driving.

Company Gets Break

LOUISVILLE, Jan. 15.—What may be termed a lucky break for the Yorkshire Indemnity occurred in the circuit court in a personal injury case.

While the jury was arguing over a matter of \$8 and trying to decide whether to allow \$9,500 or \$9,508 to the plaintiff, lawyers compromised for \$1,250.

Aetna Life Men Advanced



WALTER S. PAINE

President Brainard of the Aetna Life and affiliated companies announces the promotion of Walter S. Paine to be manager of the engineering and inspection department and Stanley F. Withe to be manager of the department of publicity. Mr. Paine, who for the past 12 years has been research engineer of the inspection department, has been with the Aetna Life companies 15 years. He was first employed in the Buffalo office as rating engineer and later transferred to the home office where he was placed in charge of the schedule rating division of the inspection department. He later organized the research division and about five years ago the special risk division of



STANLEY F. WITHE

the liability department. He was graduated from Syracuse University in 1911.

Mr. Withe has been engaged in advertising work for the past 16 years. Following his graduation from Harvard in 1914, he joined the advertising department of the Du Pont Company in Wilmington, Del., later being appointed advertising manager of several divisions of that company. In 1920 he joined the Aetna Life's publicity department and shortly afterwards was appointed assistant director of publicity, which position he has held for the past nine years. Mr. Withe was one of the founders of the Insurance Advertising Conference and has been active in its work.

Annual Statements Delay Work on Reform Measure

NEW YORK, Jan. 15.—Pressure of work incident to preparation of annual statements has prevented a number of casualty and surety companies from supplying the special committee named at the general meeting of members of the fidelity and surety acquisition cost conference, a month ago, with the list of managers, general and regional agents the companies have. This data was asked by the committee as a basis for its reform program.

It is anticipated the information will be forthcoming within a short time, whereupon the committee will meet and seriously delve into the problems assigned it for solution.

The committee is made up of the Fidelity & Casualty (chairman), Aetna Casualty, American Surety, Fidelity & Deposit, Glens Falls Indemnity, Metropolitan Casualty, National Surety, New Amsterdam Casualty, Standard Accident and United States Fidelity & Guaranty.

Ludlum, Taylor to Speak

The program for Indiana Insurance Day Jan. 21, at Indianapolis is complete except for a few minor details. Clarence A. Ludlum of the Home of New York will be present. He is to speak at the Kiwanis Club the next day. Will Taylor, secretary of the Franklin Life of Springfield, Ill., will be present and will speak to the Rotary Club the same day.

Will Restrict Operations

NEW YORK, Jan. 15.—After an experience of five years in writing public liability and automobile liability insurance for public utility corporations, the Utilities Mutual of this city, has decided to restrict future operations to its primary line of workmen's compensation insurance. The company operates in Pennsylvania and New York.

Confer as to Automobile Rates in New York State

NEW YORK, Jan. 15.—Numerous conferences between representatives of the National Bureau of Casualty & Surety Underwriters and the New York department have been held the past few weeks and a further session is to take place tomorrow, at which it is hoped agreement will be reached regarding automobile liability and property damage rates to be used in this state in 1930.

While there is no assurance that such will be the case, the expectation is that new figures will be issued for application on and after Feb. 1, and that so far as public liability coverage is concerned, these will be markedly lower than those now in force. Premiums on the class in this state will be close to \$30,000,000 for bureau companies alone. The department has never been favorable to the merit rating plan, and this feature of the business is having particularly close study.

Company Being Liquidated

The Calumet Casualty of Chicago, which was reinsured in the Commonwealth Casualty, is now being liquidated by the official liquidator of the Illinois insurance department, Alvin S. Keys.

After the reinsurance deal the Calumet Casualty had on hand about \$140,000 in cash which with \$100,000 paid stockholders some weeks ago will mean that the holders get their money back with approximately 20 percent profit. The Calumet Casualty had capital and surplus of \$200,000 when it started to write business. Emil G. Selp, president of the Calumet National Bank, was president and R. H. Beard vice-president and general manager. It wrote plate glass insurance.

The Alliance Casualty has appointed Joseph I. Borneman special agent for Philadelphia and the suburban counties.

Meet on Plate Glass Zone Situation in Philadelphia

CONFERENCE IN NEW YORK

Bureau to Consider Proposals to Alleviate
Troubles Due Largely to
Alien Population

PHILADELPHIA, Jan. 15.—The plate glass bureau of the National Bureau of Casualty & Surety Underwriters will meet in New York tomorrow to discuss the plate glass zoning situation in Philadelphia. The plan to have all of Philadelphia's plate glass business in one zone has met with much opposition from many companies. A number of underwriters favor writing business by blocks, with each block, or several blocks, having different rates.

Give Reasons for Opposition

However, this plan is not only opposed by many companies but also by Philadelphia agents. They contend that such a plan would lend itself to fraud, in addition to making it very difficult for agents to quote rates.

The plate glass zoning situation in Philadelphia is bad at present. The recent conference held by the Casualty Underwriters Association of Philadelphia with representatives of bureau companies present, thoroughly threshed out the matter, with particular reference to zoning.

Aliens Make Situation Bad

The bad spot is said to be that district south of Walnut street, with its large number of alien policyholders.

It is understood that Thursday's meeting in New York will be devoted almost entirely to a discussion of the Philadelphia situation.

Receiver Appointed for Mutual's Sales Agency

BOSTON, Jan. 15.—Walter Powers, Boston attorney, has been appointed receiver for the Massachusetts Agency Corporation, the sales unit of the bankrupt Massachusetts Mutual Liability, in the federal court.

The appointment of a receiver was opposed by Henry F. Hurlburt, Jr., of the Massachusetts Mutual Liability on the grounds that the agency unit had no claim on any of the assets of some \$80,000 involved in the agency unit, and that if it had any interest its rights were protected by the liability company's receiver and the Massachusetts courts.

The counsel for the petitioning creditors of the sales unit urged the appointment. They claimed that the Massachusetts agency in bankruptcy was outside the jurisdiction of the state courts and purposed to stay outside if possible.

Rules State Is Responsible

SAN FRANCISCO, Jan. 15.—California and its political subdivisions are responsible for damages caused by accidents of state-owned automobiles, according to the state supreme court, which upholds constitutionality of the act passed by the last legislature, questioned by the state controller. He refused to allow a claim of \$23,747 for premiums on liability insurance placed through Alexander R. Heron, director of the department of finance, on state-owned vehicles.

Casualty Notes

J. A. White has succeeded A. M. Martin as special underwriter for the Detroit office of the Ocean Casualty. Mr. Martin resigned recently to become a special agent for the Employers group.

Frank O'Hearn, special agent for the Aetna Life and affiliated companies in Kansas City for the past four years, has become associated with the casualty department of the Wheeler-Kelly-Hagney Trust Company, Wichita, Kan.

Up to Date
Policy Forms

Front Page
Schedules

7 Coverage
all-in-one
Automobile Policy

Plate Glass
Full Coverage and 50-50

Residence Burglary

Mercantile
Safe Burglary

\$3.00 Auto
Accident Policy

Manufacturers
Liability

Elevator Liability

Minimum Endorsements

Golfers Liability

Contingent Liability

Teams Liability
and Other Miscellaneous
Liability Lines

Sports Liability



Contractors' Liability

Owners, Landlords
and Tenants Liability

"Up-to-date Policies" doesn't mean Anything

We list "up-to-date policies" among our advantages because we have them.

But to you, Mr. Agent, the phrase has probably lost its significance long ago.

Yet, "There is really nothing essentially different about Insurance companies" is a dangerous generalization.

Dangerous because it is difficult to disprove in print or conversation—

Yet, we are so bold as to say to you that if you will give one of our official representatives 10 minutes of your time he can show you something interesting.

Edward T. Harrison, President

DALLAS
TEXAS

Medical Fee Question Up Before Detroit Club

COMPANY VIEWS PRESENTED

Can't See Why They Should Pay for
Filling Out Accident and Health
Claim Blanks

By GEORGE BROWN

DETROIT, Jan. 15.—At the January meeting of the Accident Managers' Club of Detroit, R. H. MacKinnon, secretary of the club, read some interesting correspondence relative to the action of the Michigan State Medical Society as to the payment by the companies instead of by the claimants of fees for the execution of claim statements.

Mr. MacKinnon had referred the matter to F. Robertson Jones, secretary of the Bureau of Personal Accident & Health Underwriters. Mr. Jones referred it to D. St. C. Moorhead of the United States Casualty, chairman of the board of the bureau, who replied that it did not appear to him to be necessary for the bureau to do anything about it at this time, the medical society having addressed its ultimatum to companies doing business in Michigan only; that it appeared to him to be a claim department matter brought about probably by the long forms used by some industrial accident and health companies rather than the short forms used in commercial claims.

Bennett Gives U. S. Casualty Position

There was, too, a letter from J. P. Bennett, assistant secretary of the United States Casualty, to Harrison S. Collisi of Grand Rapids, chairman of the civic and industrial relations committee, commenting on Mr. Collisi's letter to Mr. Moorhead.

"Whenever a policyholder or his representative makes a claim for disability or other loss under the policy, he must prove his case in order to collect indemnity, which means that the burden of proof rests on the claimant and not on the company," wrote Mr. Bennett. "so I say it would not be in order for the company to pay for the making of the proof or any part of it."

Benefits Claimant, Not Company

"The certificate completed by the attending physician is in behalf of the claimant and is for his benefit, not for that of the company. It helps the claimant to collect from the company and the indemnity so collected is often used by the claimant to pay the physician for his medical service and often for hospital bills."

Mr. Bennett in his communication then points out the difference in the situation when the company asks an examination for its benefit. For such examinations the companies pay the doctors many thousands of dollars, he submits, and if it were not for the indemnities provided for in the policies many physicians would have to wait a long time for their remuneration and many would never be paid at all.

"The United States Casualty does not require claims to be sworn to nor to be attested by a notary public nor does it call for urinalysis, nor does it include in its claim blanks a lot of irrelevant questions. It rarely asks for a preliminary statement."

The last paragraph of Mr. Bennett's letter indicates the principal source of the revolt of the Michigan medical men. Unless the companies doing business in Michigan do something about it there's likely to be a lot of confusion. It's a cinch that the companies will not pay these fees. As one of the members of the club remarked, it would be just as sensible and reasonable to expect a hotel to pay a fee of \$1, \$2 or \$3 to a guest's physician because the guest happens to suffer some accidental injury on the hotel premises and demands compensation from the hotel owner.

Revelations as to Col. Fleming

(CONTINUED FROM PAGE 35)

have to make good. The integrity of the company is not impaired.

Colonel Fleming was president of the Central Surety but had nothing to do with the management. Dennis Hudson, the main factor, was chosen in his place and has issued the following statement:

"While on a business trip for the Central Surety last June and when just ready to leave Rockland, Me., by boat for Boston, a telegram from office associates was handed me advising that Mr. Fleming had purchased the Indemnity Company of America. As I seriously feared possible complications to the Central Surety from this purchase due to Mr. Fleming's being at the same time president of the Central Surety, I made all possible haste in arriving at the home office. Upon Mr. Fleming's assuring me in a conference that he would not seek a merger of his purchase with the Central Surety (to which I was firmly opposed), I personally prepared a statement by circular letter to our field force and for publication, specifically affirming that the purchase of the Indemnity Company by Mr. Fleming was a personal deal and had no relation to Central Surety. Although the president up to that time had never sent a general communication to the field (all such circulars having been over my signature as the company's general manager) I requested that he sign this particular document, which he did.

No Connection With Indemnity Co.

"From that moment, except for the assistance—personal in character—given him and the Indemnity Company's book-keeping department out of good will by Assistant Secretary Helmick, no active member of Central's operating staff had any connection whatever with the Indemnity Company.

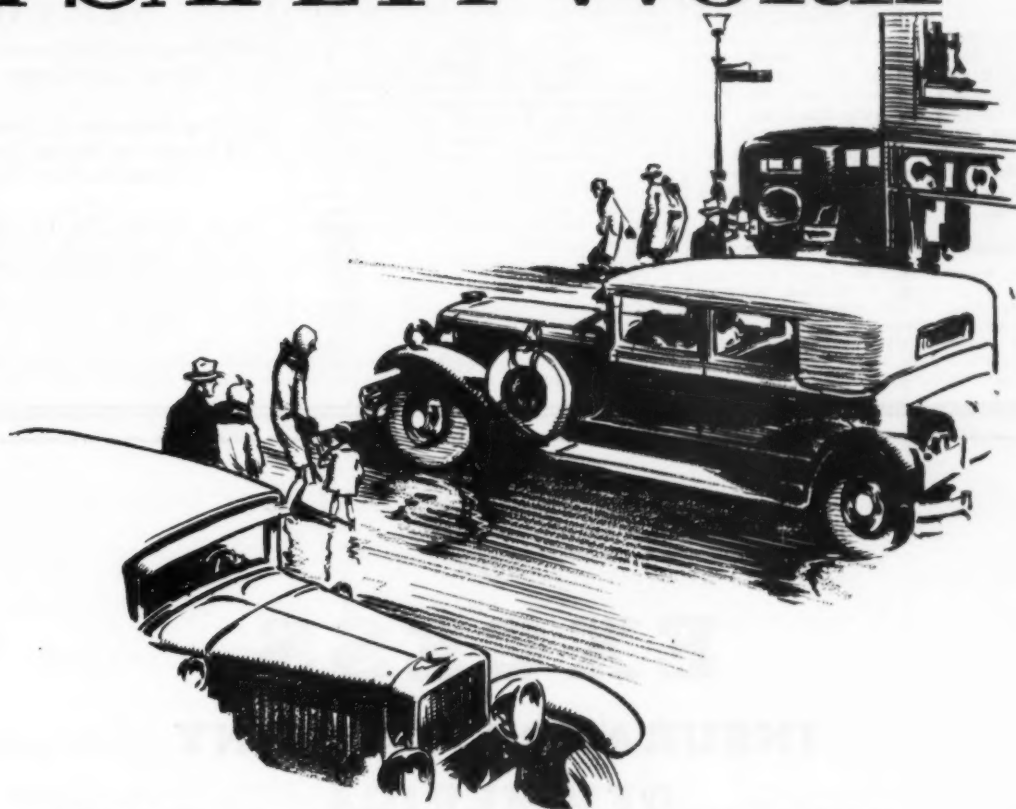
"Following Colonel Fleming's death and as a preliminary to transferring the custody of funds and securities to the new treasurer of Central Surety, a complete audit of books, accounts, and securities was made by the nationally known accounting firm of Peat, Marwick, Mitchell Company, followed by a verification of values of all securities owned, by one of the most competent committees of business men to be found anywhere, including independent reappraisals of all mortgages.

"The investigation and examination was as thorough and complete as it is possible to make and not only was there great satisfaction in the verification of the company's records to a penny but particularly in the fact that probably no institution owning nearly \$2,500,000 in bonds with an additional million invested in first mortgage loans can show a higher average of values in securities aggregating \$3,500,000 in amount. The company has been very successful and will present a very fine Dec. 31 statement, of which every representative can be proud."

OCTOBER STATEMENT GIVEN

JEFFERSON CITY, MO., Jan. 15.—The state insurance department has indicated that officers of the Indemnity Company of America will be held responsible for the financial statement filed in October showing the company to have cash resources of \$440,000. The department finds that six business men joined Col. Fred W. Fleming in signing notes aggregating \$200,000 on two Kansas City banks to bolster up the cash account. The financial statement filed in October, according to Commissioner Thompson, showed that the company had \$440,933.54 cash in bank at the close of Oct. 31. The statement showed it had assets \$1,333,282, of which \$379,402 was in stocks and bonds, \$301,489 in unencumbered real estate, \$79,600 in mortgage loans and \$131,856 in premiums in course of collection. The capital is given as \$250,000, net surplus \$255,586, voluntary continuous reserve of \$125,000.

The AGENT's part in SAFETY WORK



*A series of
advertisements
having to do with
the Agent's part
in saving Life
and Property*



*A reduced
number of losses
means
Lower Rates*

THE insurance agent is naturally looked to for co-operation in local, civic and club movements designed to make streets and highways safer.

He should stress the importance of keeping automobiles in good mechanical condition. Brakes and steering gear should be regularly inspected for effectiveness and reliability.

With the car in good mechanical condition, safe driving becomes chiefly a matter of courtesy. The motorist who is courteous and considerate toward other motorists and toward the public will rarely be responsible for an accident.

And the agent who urges road courtesy will be doing an effective job in reducing the number of automobile mishaps.

The observance of a few simple courtesy rules, such as the following, will go far in protecting the individual motorist and showing proper consideration for others:

Do not pass other cars on curves or when approaching the crest of a hill—nor on straightaways where there is not ample distance to oncoming traffic.

Do not attempt to "horn" through intersections at full speed. Sound horn, but also slow down. Keep lights properly focused. Dim them when approaching other cars.

Indemnity Insurance Company of North America

PHILADELPHIA

CHANGES IN CASUALTY FIELD

CLANAHAN GOES TO CHICAGO

Agency Supervisor of Preferred Accident Transferred to Western Field as Successor to A. C. Boyd

Walter H. Clanahan, agency supervisor in the southern department of the Preferred Accident at Atlanta, Ga., has been transferred to Chicago in the same capacity to succeed A. C. Boyd, who has been elevated to the home office. Mr. Clanahan has been with the Preferred for approximately ten years. The southern territory will remain open for some time, as no appointment to fill the vacancy left by Mr. Clanahan is expected to be made there for six months or a year.

Stanforth Opens Claim Office

L. R. Stanforth of St. Louis has been appointed by Hugh T. Millard, resident vice-president of the Federal Surety, in charge of the Chicago division, as manager of a new claim department which was installed Jan. 15. The department is in separate quarters adjoining the di-

vision offices at room A-738 Insurance Exchange. Mr. Stanforth goes from the post as superintendent of claims for the United States Fidelity & Guaranty at St. Louis, which he has held for four years. He previously held the same post with that company at Indianapolis and before that was claim superintendent for the Southern Surety for three years in the Indiana city. He has had broad experience in casualty and surety claim work.

Burt with Constitution

John C. Burt has been appointed special agent of the Constitution Indemnity in Illinois and Wisconsin with headquarters at 222 West Adams street, Chicago. The Constitution formerly maintained field men in both Illinois and Wisconsin, but it has decided now to combine these two states under the field supervision of Mr. Burt, who was formerly a local agent at Waukegan, Ill.

Name Styer and Johnson

A. J. Schunk, president of A. J. Schunk Company, Minneapolis, general agents of the Standard Surety of New York, has been named postmaster at Minneapolis. He will retain his post as president of

the agency, but to round out the personnel due to his appointment John C. Styer, formerly with a prominent company at Chicago, has been appointed in charge of the agency's surety department. D. W. Johnson will be in charge of agency development.

Willis Made Harrisburg Manager

C. Ross Willis has been named manager of the Aetna's Harrisburg branch

for central Pennsylvania. Mr. Willis has been acting manager since March 1, 1929.

Made Columbus Vice-President

H. S. Atkinson, Columbus, O., lawyer, has been made resident vice-president there of the Southern Surety of New York. He will maintain his own insurance business under the name of the Atkinson Insurance Agencies, with offices in the Beggs building.

NEWS OF THE COMPANIES

A. C. BOYD AT HOME OFFICE

Protective Indemnity Is Now Seeking Admission to Various States—Licensed in New York

NEW YORK, Jan. 15.—Having received its license from the New York department the recently formed Protective Indemnity of this city will at once seek admission to Connecticut, Illinois, Indiana, Kentucky, Michigan, New Jersey, Ohio, Pennsylvania and Rhode Island. The company which starts with a capital of \$500,000 and a net surplus of

\$1,000,000, will write, in addition to personal accident and health, automobile liability and property damage covers and burglary insurance. Its official staff is the same as that of its running mate, the Preferred Accident: W. C. Potter, president; E. B. Ackerman, vice-president and secretary, and Kimball C. Atwood, Jr., treasurer.

A. C. Boyd, who has been western agency superintendent for the Preferred Accident, with headquarters at Chicago, for the past 14 years, has been called to the home office in this city and given the title of superintendent of agents for the entire country, handling the field interests of both institutions. Mr. Boyd is now traveling New York seeking desirable agency connections.

NEW PHILADELPHIA CARRIER

Penn General Casualty Licensed in Pennsylvania With \$500,000 Capital, \$500,000 Surplus

PHILADELPHIA, Jan. 15.—The reorganized Pennsylvania Bituminous Casualty, known as the Penn General Casualty, began writing all casualty lines, except accident and health, in Pennsylvania this week, up being licensed by the insurance department. It has purchased a building, to be known as the Penn General building, at 242 South 13th street, for its home office.

The Penn General starts with \$500,000 capital, \$500,000 surplus and about \$1,300,000 assets. It has the amended charter of the Pennsylvania Bituminous Casualty of Huntington, Pa., which was organized in 1923 and confined its business to workmen's compensation risks on coal mines in central Pennsylvania.

The new company's strong list of officers is: President, Harry Boulton, former president of the American Reinsurance and also of the Pennsylvania Bituminous; general manager, Alexander McArthur, former manager, automobile department, Philadelphia office Maryland Casualty, since 1918; vice-president, Joseph V. Gosline, formerly with the Pennsylvania insurance department as a deputy in the compensation division, and for the past three years manager of the compensation department, Philadelphia office, Maryland Casualty; treasurer, State Senator H. B. Scott, who was former secretary of the Pennsylvania Bituminous; secretary, W. B. Athey, former secretary of the American Reinsurance; assistant treasurer, George Scott.

The Penn General at first will confine its underwriting to Pennsylvania, but is expected to enter other states as soon as it is operating smoothly.

Company Notes

The St. Paul-Mercury Indemnity has been licensed in Montana.

The Associated Indemnity has been licensed in Idaho.

The Prudential Surety & Casualty company of St. Louis has been licensed in Oklahoma.

The Belt Casualty of Chicago has been licensed in Pennsylvania and Alabama.

Nevada is the most recent state to license the Standard Surety & Casualty of New York, increasing to 42 the number of states to which it is admitted.

THE EXCESS INSURANCE COMPANY OF AMERICA

JAMES GIBBS, President

Through its reinsurance affiliations the Excess Insurance Company of America can supply LICENSED REINSURANCE for Maximum Capacity Requirements for all Casualty and Surety Lines Excess and Share

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REINFORCEMENT

You can build a set of concrete steps up to your front porch without any reinforcements; they will safely carry you up three or four feet.

But if you want to build a concrete building that will afford permanent shelter and safety and security, you will use steel reinforcement.

Reinsurance is the reinforcement which has enabled insurance to grow into the permanent, safe shelter which it is today—the biggest business in the world with but one exception—government.

EMPLOYERS REINSURANCE CORPORATION

E. G. Trimble, President

CASUALTY REINSURANCE

KANSAS CITY

Los Angeles

Chicago

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Casualty Insurance?
YES!

Surety Bonds?
CERTAINLY!

Service?
ABSOLUTELY!

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President

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COMPANY
GALVESTON**

COMPLETE
—AUTOMOBILE PROTECTION
FIDELITY
AND
SURETY BONDS

C. S. KUHN,
Secretary

Whatever any other
companies do for their
Agents within the
bounds of sound, ethical
business and good
underwriting practices,
we will do.

SAFETY
SATISFACTION
SERVICE

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WORKMEN'S COMPENSATION

POLICY ENDORSEMENT ASKED

**Employers' Mutual Seeks to Make
Insureds Pay Penalties for
Infraction of Act**

LANSING, MICH., Jan. 15.—A penalty designed to punish employers who illegally hire minors in violation of the labor laws has been affecting only the insurance carriers which assumed their workmen's compensation lines, it has recently been disclosed through correspondence between the Employers' Mutual Liability of Wausau, Wis., and the Michigan insurance department.

The Wisconsin mutual's officials wished to avoid submitting to this penalty, which amounts to double compensation awards to an employee shown to have been illegally employed at the time of his accidental injury. They asked the department to approve an endorsement on all policies to the effect that insureds would reimburse the carrier in event of penalization for an infraction of the employment act.

Department officials have not, as yet, definitely given their assent to the Employers' Mutual Liability proposal, but they are disposed to admit the justice of such an arrangement. Under present circumstances the law constitutes no curb to employers who choose to evade

the statutory provisions as they stand to lose nothing if a minor employee suffers injury. The companies, however, are made to carry an added burden without specific provision having been made for it through rate adjustments.

Employer Gets Jail Term

MADISON, WIS., Jan. 15.—Failure to provide his employees with compensation insurance as required by the Wisconsin workmen's compensation act, caused E. J. Byrne, a house mover at Madison, to be sentenced to three months in jail at hard labor. This is the first case on record where an employer was forced to go to jail for violating the provisions of the state compensation law.

May Amend Utah Law

SALT LAKE CITY, Jan. 15.—The state industrial commission with the cooperation of the state attorney-general's department is examining the Utah workmen's compensation law with the view of offering amendments which may seem necessary on account of the recent decision of the state supreme court in which it was ruled that an employer had the right under the Utah workmen's compensation law to bargain with the employee or his dependents after the state industrial commission has taken charge of the case. The industrial commission holds that this ruling opens the door to a vicious and pernicious practice.

FIDELITY AND SURETY NEWS

LARGE VOLUME IS PREDICTED

**Vincent Cullen Says 40 Million in
Surety Business Will Be Written
in 1930**

The prediction that \$40,000,000 in contract bond premiums will be written by the 100 surety companies in the United States in 1930 has been made by Vincent Cullen, vice-president of the National Surety. About \$8,500,000,000 in building construction will be undertaken in 1930, said Mr. Cullen. "Underwriters must meet this vast volume of new business with great caution, for they will be called upon to write bonds covering projects that they would not even have conceived several years ago."

Few contractors will fail in 1930 according to Mr. Cullen. During the last few years contractors have been going through lean times, thus only those who are sound financially have withstood the

storm. However, new contractors will enter the business and make unwarranted bids and force the old-line contractors into close bidding, which may result in disaster.

Approve New Standard Form

A new standard form building and loan blanket bond known as No. 16 has been approved by the Illinois building and loan department, giving opportunity, it is said, for such associations to secure more ample cover both as to scope and amount. The blanket bond indemnifies against loss through any dishonest act committed by an employee, whether acting alone or in collusion with others, through manipulations or acts of the association's attorneys, officers, clerks, etc., and also protects against burglary, robbery, larceny, theft, holdup or destruction in the hands of the societies or in custody of messengers. The cover applies whether the association owns the property or merely holds it as agent, trustee or bailee.

WITH BURGLARY UNDERWRITERS

IOWA BANK SITUATION BAD

**Recent Robberies Raise Question as to
Whether Low Rate for State Will
Be Continued**

DES MOINES, Jan. 15.—The Iowa Bankers Association was the pioneer in organizing vigilance societies in practically every county in the state. This action had for a time a most wholesome effect, so much so that burglary rates for Iowa banks were greatly reduced. The state was given the lowest rate of any in the Union, and still profits from the concession thus given.

Whether this low rate can be continued is somewhat uncertain in view of what has been happening in recent months. Since last March there have been 14 daylight bank robberies, and with but few exceptions the criminals have escaped.

Several counties have purchased machine guns in recent months but even such equipment has no terrors to bank

bandits who seek the remote towns for their activities.

Insurance agents report it an easy matter to secure policy renewals from banks in both the large cities and the small towns. Whether the extremely low rate now accorded Iowa banks, because of the presence of vigilantes in every county, is to continue will depend upon the future success of the organization.

Goetz Urges Protection

MILWAUKEE, Jan. 15.—George G. Goetz of Hoff & Goetz, managers in Wisconsin and northern Michigan for the United States Fidelity & Guaranty, addressed the Milwaukee Gyo Club on "Sidelights on Bank Robberies." Since the robbery of the Farmers & Merchants Bank in Jefferson, Wis., of more than \$350,000, with the U. S. F. & G. on the loss, Mr. Goetz has been in demand to give details on bank protection. He pointed out that protective agencies must be organized with the same completeness of detail as bank bandits display in executing robberies.

ACCIDENT AND HEALTH FIELD

UNITED MAKES PURCHASES

Chicago Company Adds Considerably to Its Weekly Payment Business by Securing Valuable Debits

The United Insurance Company of Chicago has purchased the weekly industrial accident and health business of the Inter-Ocean Casualty of Cincinnati aggregating some \$7,000 weekly debit or \$350,000 premiums on the annual basis, in Ohio and Michigan. The Inter-Ocean will of course continue all its other departments in the two states and is disposing only of its weekly business in those states, continuing it in Pittsburgh and West Virginia as heretofore. The weekly business disposed of comprises about one-half its total weekly volume. The United has recently entered Ohio and Michigan and besides purchasing the Inter-Ocean business as stated has also taken over the weekly industrial business of the Lincoln-Metropolitan Casualty of Cleveland, which has quite a large volume of local weekly business in Cleveland and vicinity.

Knott Holds Hearing

TALLAHASSEE, FLA., Jan. 15.—Commissioner W. V. Knott today started hearing arguments against the provisions to be attached to industrial health and accident policies, recently promulgated by his department. A number of complaints against the various provisions have been received. Mr. Knott is prepared to listen to any arguments that may be made with reference to them, he says.

The Mutual Casualty and the Life & Casualty of Chicago have appointed Robert Johnson of Lawrenceburg, Ky., district agent.

DEVELOPS NEW SALARY PLAN

United of Chicago Offers Minimum Guaranteed Income of \$205 a Month to Debit Collectors

A daily guaranteed salary of \$8 to \$10 and a minimum of \$205 a month, devised by President O. T. Hogan, is provided for industrial solicitors of the United Insurance Company of Chicago under a new plan announced this week. The 1930 contract for all men guarantees \$205 a month for collecting a \$175 debit and ranges up to \$270 monthly for the \$250 debit collector. Additional commission will be continued on the writing of ordinary and monthly business.

The monthly salary is figured on the basis of \$11 combined reserve. The plan is worked out so that the agent who has less than this amount is financed by the company, but the agent who has been six months or more in the company's service and has more than \$11 reserve will continue to draw 10 percent of it in addition to the guaranteed salary for collecting. The new contract is being used with all men showing combined debits of \$175 or over and all men after they have had their sixth issue. The standard percent of collection under the contract is 95 and each point reduction entitles the company to reduce the debit collection salary \$2. It is expected that the plan will reduce finals 75 percent.

HOLD POLICIES SOLD IN MEXICO ARE ACTIONABLE

The Texas supreme court has held that insurance policies sold to Mexicans in Mexico, regardless of whether an

American company has authority to do business across the border, are actionable. The court refused the application for writ of error by the National Life & Accident against Sidney Smith and others from El Paso.

Mr. Smith brought suit on behalf of a number of Mexican citizens to recover premiums paid on combination policies to be delivered. The company's suit to enjoin further litigation was decided in favor of Mr. Smith by the trial and civil appeal courts and these judgments were upheld, in effect, by the supreme court.

TRAVELERS PROMOTES THREE MEN IN AGENCY DEPARTMENT

Charles S. Dixon, Jr., has been made assistant superintendent of agencies and Benjamin H. Dobbin and Weymouth L. Murrell agency assistants of the Travelers Life, accident and group department in the home office agency department. Mr. Dixon started as assistant in the Travelers Charlotte, N. C., branch and was promoted to group supervisor of the home office staff in 1926, then to agency assistant in 1927. Mr. Dobbins entered the group department as a special representative in New York in 1919 and was transferred to the Hartford branch in 1920 and then later was made assistant manager of the life, accident and group department. In 1925 he was made a member of the home office staff as group supervisor and was then transferred to New York City where he will be located as agency assistant at 55 John street. Mr. Murrell joined the Travelers as sub-agent in Vicksburg, Va., was appointed field assistant of the Richmond branch in 1925 and was made assistant manager two years later. He became a member of the home office agency staff in 1925 when he was appointed group supervisor.

Industrial Conference Committees

George R. Kendall of the Washington Fidelity National, president of the In-

dustrial Insurers Conference, has announced his committee appointments.

The good of the conference committee is composed of H. A. Bartholomew, chairman, Continental Life of Washington, D. C.; S. B. Coley, Durham Life; B. L. Tatman, Reliable Life & Accident; J. R. Leal, Interstate Life & Accident, and J. A. Walker, Missouri Insurance Company.

Chairmen of the other committees are: Statistics, O. P. Grant, Life & Casualty; auditing, D. W. Reed, Pilot Life; credentials, P. L. Hay, Bankers Health & Life; law, P. M. Estes, Life & Casualty; membership, A. D. Johnson, United Insurance Company; advertising, W. R. Lathrop, Southern Life & Health; grievance, F. J. Walker, Kentucky Central Life & Accident.

Reinsurance Plans Completed

Plans for reinsuring the Pioneer Casualty in the Occidental Life which have been pending for several months have been completed. Occidental Life interests acquired the Pioneer Casualty about two years ago, during which time it has been operated as a separate unit.

Minister Addresses Detroit Club

DETROIT, Jan. 15.—At the January meeting of the Detroit Accident & Health Managers Club, Dr. George L. Nuckolls, pastor of Nardin Park Methodist Episcopal Church, spoke on "Thoroughness." The members and their guests not only filled all the seats at the regular luncheon table, but an extra emergency table as well. "Whatever you start out to do, do it with all the force there is in you," Dr. Nuckolls said, drawing his parallels from the work of Dempsey and Tunney in the ring and of the famous football players of the past season.

If you don't want to play the game that way, he insisted, whatever your line is, get out of it and try something else.

Gerald Ensign, former coach and athletic director of Shaker Heights high school, Cleveland, has become field assistant in the life and accident department of the Travelers in Cleveland. Mr. Ensign was one of the most popular men at Ohio Wesleyan University where he excelled in athletics.

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Massachusetts Zoning Upheld

(CONTINUED FROM PAGE 35)

charges must be determined with reference to the actual facts, not with reference to abstruse reasoning.

"It may not be easy to state the reason why the risks of insurance of motor vehicles, as required by the statutes, should vary according to the locality in which they are principally garaged, and be greater if garaged in one place and less if garaged in another. But the facts of such variance in risks must be assumed on these records.

"This being so, there appears to be no adequate reason for granting the prayers of the petitioners. The conclusion is that on these records the classification of risks and premium charges as established by the defendant ought not to be modified, annulled or reversed."

Accident Policy Riders Help Conserve Business

(CONTINUED FROM PAGE 35)

ing on the agent's part but contended that on new business particularly not many cases would be lost if the conditions are properly explained. In the introduction of waivers on existing policies, the situation is somewhat different, as something is really being taken away from the policyholder, but he said that it should be possible to convince the client that it is the only way to save his insurance.

Sub-standard Business Expensive

An interesting feature sometimes encountered in connection with waiver cases is that the type of prospect or policyholder that objects most strenuously to signing a waiver, contending that the condition will not recur, is not willing to back up his position and assure himself and the company of that fact by signing the waiver. The keenly driven bargain, he said, is the one that is pressed to the limit. The man who redrafts the waiver is usually trying to get something to his own advantage. He declared that the questioned risks which were later accepted developed claims out of all proportion to their number. The sub-standard risk uses up extra time of both the company and home office man and also collects more than the average. Furthermore, the standard risk pays more as a result of this condition.

Differs from Life Business

He expressed the belief that it would be wiser to eliminate entirely sub-standard accident and health business of a disputed character. Many risks may be penalized. Some may escape recurrence of the condition which caused the attachment of the waiver, but on the average it is much more probable that it will recur than that it will not.

Mr. Hauschild considers it highly

doubtful whether it will ever be possible to handle sub-standard accident and health business on a definite basis similar to that adopted by the life companies for sub-standard lives, through rating up, policy liens and similar provisions, as in the life policy there are only the two contingencies, death and maturity. The losses in accident and health insurance are necessarily problematical, varying with the individual. It is impossible to gauge them on a basis of averages, because of the fact that the moral hazard enters in.

When Should Rider Be Attached?

In the discussion which followed Mr. Hauschild's address the suggestion was made that under a policy which omits standard provision 16, the cancellation clause, it might not be possible to attach a rider until the anniversary date. There was also considerable discussion as to whether it is more desirable to attach a rider to an old policy just after a claim has been made or when the policy is up for renewal. Arguments were offered on both sides of the question. In opposition to the idea of attaching the rider just after the claim has been adjusted, it was suggested that the insured might feel that while the company had paid him this time, it did not intend to pay any more. On the other side it was argued that it is very much easier to obtain a concession of this kind just after the company has paid the policyholder money than when it is trying to collect money from him.

The annual meeting of the stockholders of the Detroit Fidelity & Surety will be held at the home office Jan. 21.

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